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## Soviet Union Seeks Meeting to Prepare for Second Summit



Vladimir F. Petrovsky

### White House Forces Talks in Beirut

By Alan Cowell

New York Times Service

WASHINGTON — A Soviet official said Tuesday that Moscow had opened talks with Washington about rescheduling a meeting between George P. Shultz, the secretary of state, and Foreign Minister Andrei A. Gromyko to discuss a second U.S.-Soviet summit meeting.

Vladimir F. Petrovsky, a deputy foreign minister, said "the Soviet Union has proposed to the United States to set in motion a preparatory mechanism for such a meeting."

He said the preparatory work was in a "practical phase," but declined to indicate when or where the meeting might be held.

Mr. Petrovsky's comments were the first Soviet indication of progress toward arranging the trip by Mikhail S. Gorbachev, the Soviet leader, to the United States this year.

[Larry Speakes, the White House spokesman, was quoted by The Associated Press in Washington on Tuesday as saying:

"We have seen the statement and we are certainly ready for such a meeting between the secretary and the foreign minister."

Mr. Gorbachev and President Ronald Reagan agreed at their summit meeting in Geneva last November to hold a second summit in the United States in 1986.

But Moscow has delayed formal preparations, arguing that the summit should produce concrete results and should be held in an appropriate atmosphere. The Russians have repeatedly asked Washington to ignore Soviet disarmament proposals at the Geneva arms talks and of further agreement.

By Serge Schmemmann

New York Times Service

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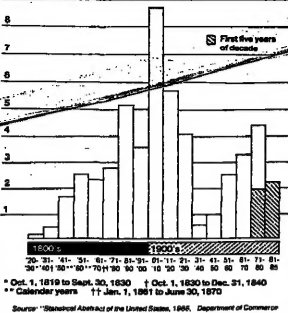
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See SUMMIT, Page 2

## Immigration to the U.S.

Immigration to the U.S. for each decade. Through 1976, figures are for years ending on June 30; beginning in 1977, years ended on Sept. 30.



Source: "Historical Statistics of the United States, 1966, Department of Commerce"

## Immigration Curbs Gain Favor in U.S.

By Robert Pear

New York Times Service

NEW YORK — There is strong and growing public support among Americans for new restrictions on immigration despite widespread sympathy for both legal and illegal immigrants as individuals.

The latest New York Times-CBS News Poll showed that 49 percent of all adult Americans want immigration decreased, while 42 percent said it should be increased.

When the last major immigration law was adopted in 1952, eliminating past racial quotas, 46 percent of the public in a Gallup Poll said that immigration levels should be kept the same or increased, while only 33 percent wanted them decreased.

The new telephone poll of 1,618 adults was taken to assess public attitudes as the United States prepared to celebrate the centennial of the Statue of Liberty, a beacon for millions of immigrants. It found that Americans have contradictory, ambivalent feelings about immigration.

Even opponents of immigration said that their own neighborhoods would welcome immigrants. Paradoxically, 45 percent of the respondents said that new immigrants worked harder than native-born Americans, but 47 percent said that most ended up on welfare. Further, 49 percent of those interviewed said they believed that illegal immigration now exceeded legal immigration, which most experts dispute.

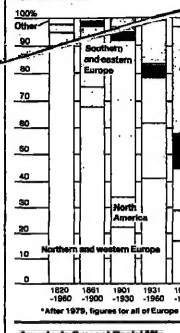
A third of the public said that immigrants took jobs away from Americans. But a larger group, slightly more than half of all people interviewed, said immigrants generally took jobs that Americans did not want. Hispanic people and residents of Western states were most likely to say that aliens took jobs Americans did not want.

Contrasting with the 49 percent who said they believed that most of the people who had recently moved to the United States were here illegally, 32 percent said that most of the recent immigrants were legal. The margin of sampling error in the June 19-23 telephone poll was plus or minus 3 percentage points.

See IMMIGRATION, Page 5

## Feeding the Melting Pot

Percentage of immigrants by region of birth in each period. Numbers have been rounded.



Source: "Historical Statistics of the United States, 1966, Department of Commerce"

## Unions Set to Act Over Leaders Held by Pretoria

By Alan Cowell

New York Times Service

JOHANNESBURG — The black labor movement in South Africa threatened widespread disruption of work on Tuesday to protest the country's newest emergency decree and to demand the release of labor leaders detained under its provisions.

The Congress of South African Trade Unions — the biggest labor federation in South Africa's history — claims a following of 500,000 members.

Since the emergency decree was proclaimed, many township protest meetings have been banned, and the black labor movement — which since 1979 — has shifted toward the center stage of black protest.

Traditionally, the black labor movement has sought to focus on shop-floor grievances, but in recent years, it has been propelled toward political activism. Thus, in addition to routine grievances, labor unions now seem ready to widen their demands to include political prisoners and the unbanning of outlawed organizations, such as the African National Congress.

The government, meanwhile, moved Tuesday to modify its racial segregation policy, officially scrapping the so-called pass laws that inhibited black access to segregated black townships around white-run cities.

In the deepening conflict, the repeal of the laws and the dismantling of the white-run administration boards that oversee their implementation, seemed to take place virtually unnoticed.

At the offices of the West Rand Administration Board on Albert Street in Johannesburg — a place, where, over the decades, thousands of black workers have sought unlikely benevolence from white bureaucrats — only a handful of white officials supervised everyday operations.

Nearly, as usual, unemployed blacks stood on street corners, signaling to white motorists that they wanted work.

Five blocks away from Albert Street, an explosion tore through a liquor outlet close to the Carlton Hotel and IBM's South Africa headquarters, injuring eight people, including a two-week-old baby.

The Bureau for Information — the only source of officially authorized news under an emergency decree imposed June 12 — said that one black and five white women were hurt, as well as two white children, including the baby.

London, Bonn Criticized

Socialist parties in the European Community criticized Britain and West Germany on Tuesday for blocking sanctions against South Africa and said a planned EC diplomatic mission to the country is merely a delaying tactic. Reporters from Brussels.

Commenting on last week's community meeting in The Hague, the Socialist parties said: "The attitude of the British and German prime ministers once again left Europe's hands prevented from playing a full role in the face of a major crisis."

The Socialists are the biggest group in the European Parliament, which is planning a major debate on South Africa at its session next week in Strasbourg.

In a statement they said that Prime Minister Margaret Thatcher and Chancellor Helmut Kohl had both seriously jeopardized future ties between the EC and a South Africa freed from apartheid.

The 12 community governments agreed to consider the sanctions question in three months after Mrs. Thatcher and Mr. Kohl had strongly opposed introducing measures against the anti-apartheid Green Party.

See LAROCHE, Page 2



Salvadoran refugees await dinner at a camp near the capital.

## In El Salvador, Some Unwilling Refugees

By James LeMayne

New York Times Service

SAN SALVADOR — Within sight of the mountains where they once hid from army sweeps, peasants identified as supporters of the anti-government guerrillas were slowly filling refugee camps around San Salvador, the final stopping place for the many who have been captured by government troops.

They have run and hidden and run again from the army, but in recent months in El Salvador's seven-year war, they say, more and more are being caught by soldiers who now move more frequently through many guerrilla-held areas.

"All that has been suffered is fearful," said Adan Sarmiento, 75, who was seized by soldiers after he fled from the village of Los Amantes. "How can we forget our homes and our lands?"

The loss of peasant supporters is a serious blow to the guerrillas, who depend on the villagers to provide them with food, shelter and intelligence. But the capture of more than 2,000 guerrilla leaders in the last year and a half also has caused problems for the government, because it does not appear to know what to do with them.

The uncertain futures of those captured by the army as well as those who fled to the mountains are the subject of a report by the Democratic government of President Jose Napoleon Duarte has fallen short of the promises of change that it made on taking office two years ago.

There is no effective government program to assist the tens of thousands of refugees who have fled from rebel villages, or the more than 300,000 other refugees who still live in government-controlled areas.

"There are all kinds of government programs on paper, but nothing that works," said an international relief official who has worked extensively with the government. "The refugee problem just goes on."

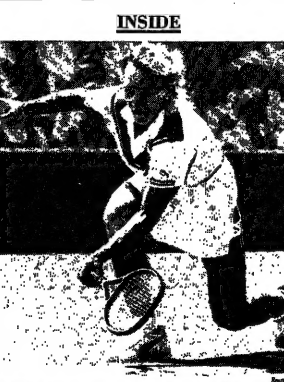
The peasants captured for supporting the guerrillas represent an especially difficult challenge for the government. Winning their sympathy will be extremely hard.

The villagers have been rounded up in army counterinsurgency camps, where they are intended to separate guerrilla sympathizers from armed rebel units. It is an unpleasant business. The army enters the guerrilla areas and burns the peasants' fields, wrecks their homes and seizes anyone it can catch, according to evidence seen by reporters who fled to refugee camps.

The army usually hands over the rebel supporters to the Red Cross, which turns them over to the Roman Catholic Church. The church then puts them in crowded camps like Calle Real, a neat but desolate row of barracks on the northern outskirts of San Salvador. About 750 people, almost all of them rounded up by guerrillas, live at the camp.

Without homes, money or a government identity card, these people face a harsh future. They cannot leave to find work. As sympathizers, they are not allowed to work.

See REFUGEES, Page 2



Martina Navratilova moved into the semifinals at Wimbledon with a victory over Bettina Bunge. Page 7.

## Accuses Party Members Pursuing Personal Gain

Daniel Souterland

Washington Post Service

JING — Members of the Communist Party are placing their own interests above those of the party and have violated the search for personal gain, the head of the party said in a speech published Tuesday.

Mr. Hu's remarks were made against a background of growing evidence that many middle- and lower-level party and government cadres have been resisting or even trying to subvert the reforms introduced by the Chinese party on July 1, 1981.

The People's Daily carried a partial text of Mr. Hu's speech Tuesday. In some party organizations, Mr. Hu said, "personal connections are rampant and the political atmosphere is poor." He added that "vulgarity more than political principle reigns."

Mr. Hu's remarks were made against a background of growing evidence that many middle- and lower-level party and government cadres have been resisting or even trying to subvert the reforms introduced by the Chinese party on July 1, 1981.

See CHINA, Page 2



Lyndon H. LaRouche Jr.

## LaRouche's Political Movement Gets Foothold in West Germany

By James M. Markham

New York Times Service

BONN — The 11,287 votes scored in the Lower Saxony state election this month by an obscure party called Patriots for Germany did not exactly shake the foundations of West German politics.

Yet for the West German followers of Lyndon H. LaRouche Jr., the American leader of an organization that regards Queen Elizabeth II as a drug smuggler and Henry A. Kissinger as a Soviet agent, the Patriots campaign was a landmark.

From his writings and statements, it is clear that Mr. LaRouche attaches great strategic importance to West Germany. His apparently well-financed European headquarters is in Wiesbaden, and one of his chief lieutenants, Anno Hellendreich, keeps a five-

co-shielded house for Mr. LaRouche in a nearby suburb.

LaRouche's aim is to build a worldwide movement, and the United States and Germany are the main centers of his activity," said Dennis King, an American who has written about the group.

In 1977, in the midst of his own shift from the fringe left to an eclectic brand of radical extremism, Mr. LaRouche married Helga Zapp LaRouche, 29, a former journalist for a Hannover newspaper who traveled to China during the Cultural Revolution.

In 1974, the woman, who had been married to a Yugoslav, was one of the founding members of the neo-fascist European Labor Party in West Germany.

As its name suggests, the European Labor Party imagined itself on the West German left, and in the 1970s followers of Mr. La-

rouche urged voters to support the governing Social Democrats in state elections.

But in the mid-1970s, the group turned its wrath on Willy Brandt, the Social Democratic chairman, and militants took to disrupting his meetings, jeering and causing disruptions at his townships.

Mr. Brandt and the group for calling him a "CIA agent" and won a \$10,000 settlement. An assistant said the Social Democratic leader had recently initiated another suit because of a European Labor Party poster in Munich that read: "What do Willy Brandt and AIDS have in common? They both weaken the defensive system."

Other targets of the group's campaigns have been Foreign Minister Hans-Dietrich Genscher, Arthur F. Burns, the former American ambassador to Bonn, and his successor, Richard R. Burt.

Helga Zapp-LaRouche has carried the group's standard into various electoral contests. In the 1983 parliamentary elections, she won only 134 candidate votes and 59 party votes in West Germany's two-tier electoral system, while the organization nationwide won 7,491 candidate votes and 14,963 party votes.

The performance of Patriots for Germany in Lower Saxony in early June — 0.3 percent of the 4.3 million votes cast — was better than in the 1983 elections.

The Patriots also managed to field candidates in all 100 constituencies — no mean feat — and they have placed broad-based appeals for space-based weapons against attacks on the anti-nuclear Green Party.

Some specialists say Patriots for Germany See LAROCHE, Page 2





## French and U.S. AIDS Experts Are Locked in Bitter Dispute

Lawrence K. Altman  
New York Times Service  
U.S. — Although the con-  
vergence of international col-  
lusion in the scientific battle  
against AIDS is obvious, tensions  
are rising from "fists" between  
U.S. and American researchers.  
The dispute is one of the bitterest  
in recent decades and has  
two of the most famous  
institutes in the world —  
the Pasteur Institute in Paris and  
the National Institutes of Health  
in Bethesda, Maryland.

Pasteur Institute has sued  
National Institutes of Health  
U.S. government over cred-  
it of the discovery of the AIDS  
virus as well as for a share in the  
profits from the patents on the

millions of blood tests that blood  
banks, laboratories and doctors do  
to detect the virus, which causes  
acquired immune deficiency syn-  
drome.

The disagreement is set against a  
pattern of growing commercial in-  
terests in the virus.

### NEWS ANALYSIS

between traditionally nonprofit  
scientific institutes, medical  
schools and hospitals, on the one  
hand, and the biotechnology indus-  
try in the United States and in  
France, on the other.

No one knows whether the feud  
has affected the way other re-  
searchers will publish their results  
or apply for patents, or whether the  
strained relations have impeded  
progress on development of ther-

apies or a vaccine against the dis-  
ease.

A growing number of virologists  
and other specialists are working  
independently and in collaboration  
with each other on AIDS research  
around the world, largely relying on  
the biological materials catalog re-  
sults developed by the two principals  
in the dispute, Dr. Robert C. Gallo of  
the National Cancer Institute and  
Dr. Luc Montagnier of the Pasteur  
Institute.

Dr. Gallo said he could not pre-  
dict how the dispute with the Pas-  
teur Institute would affect the pace  
of research. "Ideally," Dr. Gallo  
said, the parties would accede to  
"a more formal collaboration on a  
vaccine or other scientific goal."

At a meeting on AIDS last week  
in Paris, Dr. James Curran of the  
Centers for Disease Control in At-  
lanta said that if the dispute contin-  
ued, he was "concerned that both  
of them will be left behind by all  
the others."

Dr. Montagnier said Dr. Gallo  
agreed that cooperation between  
their organizations was not what it  
could be. No formal collaboration  
exists between the two groups, the  
scientists said, although they did  
exchange information at the Paris  
meeting and at other times.

"There is no special holding  
back," Dr. Gallo said. "There is  
just an open competition between us  
as there is between other groups."

The lawsuit was brought by the  
Pasteur Institute, not by Dr. Mon-  
tagnier and other French scientists.  
Because royalties and credit for  
discoveries are involved, it seems  
the feud is based on money and  
national pride, if not chauvinism.

However, the issues behind the  
dispute are much more important  
and complex. They involve the very  
fabric of what makes scientists tick,  
their altruism as well as their egos,  
their fierce desire for recognition,  
their yearning to gain re-  
spect from peers, and the competi-  
tion for Nobel prize and other  
public recognition for themselves  
and their institutes.

Public confidence in science is at  
stake in the dispute because it is  
the public that is suffering from AIDS  
and that is paying for most of the  
research to control it.

Tensions over the French-American  
conflict apparently played a  
key role in a news conference that a  
team of French scientists at Lec-  
tenberg Hospital in Paris held last  
October to announce the purported  
success of the drug zalcitabine in  
treating the disease. The drug has  
helped improve survival in organ  
transplant surgery. But the claims  
for its use in AIDS quickly van-  
ished with the deaths of the pa-  
tients and the French team was  
widely criticized for raising false  
hopes.

However, Dr. Philippe Evn, a  
member of the team, said in a  
statement in December that he  
and his colleagues had been mis-  
takenly told that the French min-  
ister of health had pressured the  
team into the news conference after  
he and his colleagues had gone to  
seek government support to study  
the use of zalcitabine for AIDS.

Although scientists tend to po-  
tency themselves as a cooperative  
and close-knit group, and correctly  
so for most part, there are many  
reasons that the public and even  
most doctors know about.

They exist at varying degrees  
among French scientists, American  
researchers, and sometimes even  
within the National Institutes of  
Health and other federal health  
agencies, or between them.

Dr. Montagnier said that both he  
and Dr. Gallo had complied with  
each other's requests for exchanges  
of critical biological materials in  
the past and presumably would  
continue to do so.

Some medical leaders say pri-  
vately that they welcome a trial  
— no settlement appears on the hori-  
zon — to get a full public airing of  
the dispute. These scientists see  
such an event educating the profes-  
sion not only about differences in  
establishing priorities for patents  
and credit for scientific discovery,  
but also about the ways that grow-  
ing commercialism is changing the  
traditional values of research.

Other American AIDS workers,  
who had thought the Pasteur Insti-  
tute suit was unjustified, said they  
had taken a more open view of it  
after a letter by Dr. Gallo was pub-  
lished in a recent issue of Science.

In fact, Dr. Gallo said that in his  
report describing the AIDS virus  
he had inadvertently used a photo-  
graph that had been provided by  
the French scientists of the virus  
they had previously isolated.



The Peruvian justice minister, Luis González Posada, left, who has resigned, and President Alan García Pérez.

## 2 Top Aides Quit Over Peru Killings

WASHINGTON — The justice minister and the chief of the paramilitary police have resigned following the deaths of more than 100 rioting  
pioneers who allegedly were killed by security forces after surround-  
ing Peru's official news agency Andina has reported.

The justice minister, Luis González Posada, said he felt morally  
responsible for the deaths that followed the rioting on June 18 and 19  
and urged a thorough investigation.

"It is with the law, and not with barbarity, that the principle of  
authority must be based in a civilized society," the agency quoted him  
Monday as saying in a letter to President Alan García Pérez.

But the Justice Ministry refused to confirm the resignation, saying  
that an investigation would be launched. A government spokesman  
official, who spoke on condition of anonymity, confirmed the resignation  
of General Maximiliano Martínez Lira, the commander of the  
paramilitary Republican Guard. He said that no successor had been  
appointed.

## Washington's Envoy in Honduras Is Being Removed in Apparent Rift

WASHINGTON — The U.S. ambassador to Honduras has been removed of his duties after  
less than a year of service, according to an embassy spokesman.

The ambassador, John A. Ferch, notified the Honduran government Monday that he would be replaced this summer, according to Honduran  
officials. Mr. Ferch refused to comment on the reports.

Reading a statement, the spokesman, Arthur L. Skop, said, "The change is based solely on the needs of the Foreign Service and the United States government. The change does not reflect policy differences, for there are none, nor any disruption of our close bilateral relations with Honduras, which continue to be excellent."

Mr. Ferch's early departure appears likely to trouble some Honduran officials. It comes at a time of sharpening U.S. policy toward Nicaragua, Honduras' neighbor to the south, and a related expansion of U.S. military and intelligence activity in Honduras.

Honduran officials have expressed concern that the Reagan administration is more interested in using Honduras as a base against Nicaragua than in strengthening the country internally through political and economic programs.

Speculation that the administration might be moving to tighten its stance through a new ambassador was fueled by the fact that State Department officials told Ambassador Ferch of his replacement just two days after Congress had approved \$100 million in military and intelligence aid to Nicaragua.

The one thing that really matters here for the administration is the "contrast" and the Honduran "know-it-all" diplomat said, referring to Nicaraguan rebel forces.

It is not certain why Mr. Ferch is being removed, but some U.S. officials have reportedly accused him of insufficient backing for the guerrilla war against Nicaragua.

According to some diplomats, Mr. Ferch has had differences with other U.S. officials over the large Central Intelligence Agency presence here. Other officials contend

that Mr. Ferch has poorly managed internal embassy affairs at a time when staff morale is low. Several top diplomats have left in the last two months.

Mr. Ferch, 50, was named ambassador here in 1983 after three years as Cuba liaison in Mexico. In the absence of official diplomatic relations, he has also served in Argentina, Colombia, the Dominican Republic, El Salvador, Guatemala and Mexico.

In interviews here, Mr. Ferch has strongly defended U.S. policy toward Nicaragua. Many Hondurans also credit him with forcing the late Honduran president to drop efforts to prolong his stay in office illegally and permit free elections.

Mr. Ferch appears to have been approved by President José Azcona del Hoyo, who must balance his political efforts against the interests of the army high command.

"Ferch has worked hard to balance the internal development of this country with the policy toward Nicaragua," said a diplomat who credited the ambassador with improving aid programs to Honduras.

The U.S. ambassador is a powerful figure. He oversees a \$200-million aid program, constant U.S. military maneuvers and the CIA contingent that helps the guerrilla effort against Nicaragua.

About 1,200 U.S. soldiers are in Honduras. Three years of military maneuvers and related construction have left a network of airstrips and military bases.

## U.S. Increases Use of Computers To Check Citizens, Report Says

WASHINGTON — The government of the United States is rapidly creating a national data base of personal information on most Americans, the report said Monday in the Office of Technology Assessment and Budget.

The number of federal computers has gone from a few thousand in 1980 to more than 10,000 last year, providing electronic access to more than half of the government's 3.5 billion records, the congressional research group said Monday in a report on electronic record systems and individual privacy.

Social Security numbers have become national "identifiers," the report said, and the protections of the Privacy Act are eroded because the information in the government's data base can be used with little notice or recourse.

The same techniques that have improved government efficiency are keeping have opened new opportunities for inappropriate, unauthorized or illegal access to personal information, the report said.

"We are headed toward an electronic dossier on every citizen in the United States," said Jerry Berman, director of the privacy and technology project for the American Civil Liberties Union. "It is time to declare that the Privacy Act does not work, that legislation is necessary to right the balance between privacy and other government interests."

"Computer matches" — the cross-checking of records by one agency against another — are routine. Within the past 18 months, the

Federal Register has contained notices of computer matches of payments to victims of black-lung disease, as well as railroad retirement benefits, disability benefits, veteran disability benefits and subsidized housing.

"We have an obligation to the taxpayers to ensure that their money is spent accurately and without error," an Office of Management and Budget spokesman said.

Computer matches, most recently the one carried out to check on unearned income through IRS records, are structured very carefully to protect privacy.

"Computer nodes have to be copied and mailed across the country," he said. "There is no direct access to IRS files."

The Office of Technology Assessment report, however, is highly critical of the budget office's oversight of the 1974 Privacy Act. Both the General Accounting Office and the House Committee on Government Operations have found significant deficiencies in the budget office's oversight.

The Privacy Act says that information collected for one purpose cannot be used for another without permission, except for routine uses. Computer matches by the IRS are an exception to the routine use exemption. The budget office does little oversight of the scope or magnitude of computer matching, the quality and appropriateness of the personal information used, and the results and cost effectiveness of these applications, the report says.

The budget office, protested, however, that computer matches are cost-effective. When the government withheld the income tax refunds of student loan and other

loan defaulters, it cost an average of \$3.70 to collect \$344.91, the spokesman said.

Representative Don Edwards, a Democrat of California, said, "I find it ironic that an administration elected on a promise of getting the government off the backs of the people has brought us computer matching, drug testing and widespread polygraphing."

The once widespread concern over use of Social Security numbers as identifiers appears to have been superseded by technology. "Social Security numbers are irrelevant," said Ronald L. Plesser, a Washington lawyer and former general counsel to the U.S. Privacy Protection Study Commission.

"Sophisticated computers now use some combination of last name and street address to identify people," he said. "The bigger problem is matching. The Privacy Act is unenforced and unenforceable."

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## AMERICAN TOPICS



Don Shattuck, chairman of the National Commission on the Causes and Prevention of Violence, is seen here in a photo taken by the Associated Press.

## DRUG-TESTING — Don Shattuck, chairman of the National Commission on the Causes and Prevention of Violence, is seen here in a photo taken by the Associated Press.

company that has marketed a kit it asserts will help parents determine whether their children are using drugs, displayed the kit in Chicago. It comes with a small container, a mailing tube and laboratory test

kit, number, non-car driver, riverboat captain, farmer, and photographer.

Lightning kills more people in Florida than in any other state, according to the National Oceanographic and Atmospheric Administration, with 253 deaths since 1960. Next come North Carolina with 133 and Texas with 120. Only Alaska has no lightning deaths.

The agency's records suggest that the risk is highest in states with topography that produces summer thunderstorms and drives lightning mountaintops, which North Carolina and Texas have in abundance, and land areas jutting into large bodies of water, like Florida, which also has many small peninsulas.

Between World Wars I and II, suspenders, also called braces, fell out of favor with American males despite tailors' pleadings that suspenders were far superior to belts in making a gentleman's trousers hang correctly.

By 1930, sales were stagnant and stayed that way for 30 years. Now, however, suspenders are making a comeback. At Paul Stuart, a Manhattan haberdashery, suspenders now far outsell belts, and sales have increased fivefold in 10 years.

Manley Hodgson, a New York manufacturer of suspenders, says "department stores and all the me-too people are jumping on the braces bandwagon."

Despite Pentagon attacks on the budget, The New York Times says, "do not conclude that it is profitable." A reader sent The Times a letter from the Naval Military Personnel Command. It is self-explanatory.

"Per your letter of 18 April 1986, our records show that you are entitled to a Certificate of Satisfactory Service for your period of naval service. However, the supply of this document has been exhausted and due to budgetary cutbacks will not be replenished. Sincerely,"

—Compiled by ARTHUR HIGBEE

Being the head of one's own business leads the list of American dream jobs for both men and women, according to a poll of 1,500 people by D'Arcy, Messner & Bowles, a New York advertising agency.

The leading dream jobs for women, in order, were: head of one's business, tour guide, flight attendant, novelist, photographer, fashion designer, fashion editor, restaurateur, chef, painter/sculptor, and school teacher. The men's list: Head of one's business, professional athlete, president of a large corporation, forest ranger, test

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## HILTON INTERNATIONAL EUROPE







## SPORTS

## LeMond: High Hopes, but No Promises

By Samuel Abt

PARIS—Until now Greg LeMond's reputation has been as much on his promise as on his achievements. He has finished first in only a handful of bicycle races, most notably the world road-race championship in 1983, a feat that he now feels might have been a handicap. "Everybody expects you to back it up, to get better and better," LeMond said, reflecting on what it was like to be world champion at 22.

"That might have been my downfall, that might be why everybody expected me to win the Tour de France when I was 24 years old. They expected me to devastate everybody. They forgot my age. If I were an average rider, a Frenchman who just turned 20 at 23, all they'd say was that I had a lot of potential."

If he has not devastated everybody, he has finished high consistently, gathering enough points in 1983 to win the yearlong Super Prestige Pernod competition, the unofficial professional championship, to finish third in last year and to rank among the leaders again this season.

But victory — across the line with arms upraised and that slight smile that champions always seem to wear — remains elusive.

Last year LeMond won the Coores Classic in Colorado and one stage, a time trial, in the Tour de France, the first victory by an American.

"I was consistent," he said of his performance, which included third place in the Tour of Italy and second place in both the Tour de France and the world road-race championship. "Would he trade all his good results for one super victory? Oh, absolutely," he replied quickly. "But you can't approach it that way. You don't know when you'll have that super victory. You can't quit every race and say, 'Well, I'll just win the Tour de France.' It just doesn't work."

Indeed not. Bernard Hinault, his La Vie Claire teammate, is in position to win a sixth Tour de France, breaking the record he shares with Eddy Merckx and Jacques Anquetin.

Hinault is not a seeker after records, but French public opinion is pushing him to ride for victory: even François Mitterrand, the president of the Fifth Republic, told him at a reception for the Legion of Honor to go for it.

Cursed with the ability to see both sides of

the question, LeMond wavers between ambition and loyalty. "I can't blame him for wanting to win six Tours de France," he says. "But I'm as hungry as anybody else. As hungry as Hinault, that's for sure. More hungry, probably, because he's going for six and I haven't even won once."

LeMond was at home, preparing to drive to the *kerseme*, or exhibition race, in Knokke, Belgium. Home is down a quiet suburban street ("You don't need a quick car") in the Belgian village of Markele, just far from the French border, where he lives with his wife, the former Kathy Morris de La Croix, Wisconsin, and their two-year-old son, Geoffrey.

LeMond bought the two-story white stone house last year and, like so many things in his life, it worked out fine financially. "I bought it when the dollar was at its highest, we got the house when it was 60 francs to the dollar and now it's at 45," he laughed in a boyish way, thrilled at putting one over on the adult life.

"We're going to redecorate the kitchen, make it bigger. We wanted something we could relax in. We're spending so much time here."

"Kathy is here eight months a year. In the first part of my career, I look like I like to live here temporarily, but now I have to realize we'll be here a while."

It would be hard, of course, a major reason. "I would be a hard case," he said, "if I were a 30-year-old because I know I'd rather do something else that wasn't as hard. It's too much to sacrifice living here and not knowing you're not making a lot of money. I miss America — we have our family there. We call this home, but it's never a real home, like America."

LeMond was preparing for the training race by cooking a joint of spaghetti, which he topped with an American prepared tomato sauce. Strongly denying his reputation as a junk food lover, LeMond was dunking his chop into the tomato sauce and washing them down with Coca-Cola. Despite the incriminating evidence, he was happy to talk admiringly about continental food, especially the way Belgians do French cuisine.

Driving to Knokke later, he pointed out to his teammate and friend Steve Bauer various restaurants he had to visit and listened with grave attention to Bauer's story about a restaurant he had dined in recently. "We had the fore gas," Bauer said, "and

there was a sweet wine with it, while . . ."

"Sauternes," LeMond instructed. "And then the other color, a red. Rothschild."

"Rothschild," LeMond thought. "Mouton Rothschild."

His interest in fine food, LeMond said, began in 1978 when he first came to Europe, a 17-year-old amateur in search of higher competition, and stayed with the family of a friend from his earliest racing days in the San Francisco area.

Life seemed simpler then, he said. He was brooding about a small story in the French sports newspaper *L'Equipe*, which speculated that he was more interested in his image than his victories.

"How many races has Fignon won?" he asked petulantly, referring to Laurent Fignon, the 25-year-old Frenchman who won the Tour de France in 1983 and 1984 but missed last year's race because of tendinitis in his left leg.

"I know he's had medical problems but he's won the Tour de France and that's it. And they all count him like a big star, which is why you can't compare me to Eddy Merckx or Bernard Hinault. I'm not Greg LeMond, I'm a different type of rider."

"Just because I don't have the same results as Hinault doesn't mean I'm not going to be a good rider in four or five years. I'm not Hinault. Hinault has a very strong character. I'm not going to be like him and he does some times, but I know state that."

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## BANKING AND FINANCE IN LUXEMBOURG

A SPECIAL REPORT — PART I

WEDNESDAY, JULY 2, 1986

## Diversification of the Banking Sector Is Beginning to Pay Off

By Vivian Lewis

PARIS — Luxembourg's strategy of diversifying its banking system away from the Eurobond business and into private banking is beginning to pay off. But it is still too early to project the extent to which this very successful offshore center can continue to attract finance and investment business from a bank market that is increasingly global.

In early June, the first recent primary stock market listing for an international company in Luxembourg has been etched in its history. The new Merrill Lynch underwritten issue is for a share quoted elsewhere else, the British-incorporated Eurocom Publications.

But even the people behind the new issue are not trying to pretend that it marks a revival of listing on the Luxembourg stock exchange, hitherto used by local companies and investment firms for secondary trading in foreign shares of firms that issued convertible Eurobonds. Eurocom's managing director, Patricia M. Fallon, said, "Our listing in Luxembourg rather than in London was done for the sake of our international image."

Luxembourg is becoming a mutual fund center, too. The value of funds under management rose from 398 billion Luxembourg francs (\$8.75 billion) at the close of 1984 to 632 billion at the end of 1985 (a 59-percent jump), while the number of funds grew from 176 to 213. But in practice, this investment management business is usually run out of the home country of the fund managers, not from Luxembourg, which is only acting as a domicile for tax purposes. The investment decisions are made elsewhere.

While Luxembourg bank profitability is up, this may only reflect the fact that almost all country-risk bank Eurobonds have already been provided with money deductible from before-tax profits.

More significant is the source of profits. As a share of gross banking results, the interest-rate business of Luxembourg banks is declining, although it still accounted for 81 percent last year. (It was 87 percent in 1984, an exceptional year.) Commission earnings (triple what they were in 1980) and foreign exchange fees are rising to a more important part of banking margins. The data indicate the increased importance of Luxembourg as a private banking center for the general public.

Luxembourg has not been able to meet the needs of commercial bankers.

Jean de Roonet, who heads International Bankers Inc.'s head office in Luxembourg, said that his bank, started up by a group of French managers after their former banks were nationalized, picked Luxembourg because there was no real alternative. Because their funding came from Saudi financier Alkham Ojeh and other Middle East investors, they were banned from starting up in Switzerland. In London, getting a license would have taken two years.

"We came to Luxembourg because it was our only opportunity," he said. "But it has not been paradise for our kind of commercial banking business." While he had nothing but praise for "the quality of Luxembourg's welcome," his opinion was "more muted about the capacity of Luxembourg to handle credit and finance for international trade."

So far, the latest large bank to start up here for trade finance, P8 International Bank S.A., a subsidiary of Prudential-Bache Trade Corp., reports no such problems. But this is perhaps because of its brokerage link.

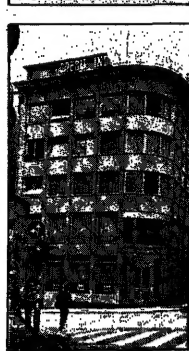
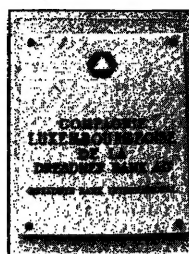
At archival Merrill Lynch, too, there are those like Luxembourg manager Kaye Wildman, who feel that "private client business is pushing us into banking," although Merrill has no plans to open a Luxembourg private bank in the near term.

Luxembourg private banking appeals to a different sort of clientele than what is found in Switzerland, which is why there are now Luxembourg banks' subsidiaries of such leading Swiss institutions as Banque Leu, Credit Suisse, Swiss Bank Corp. or Union Bank and branches of Banque du Gothard, Banque Privée or Banco di Roma per la Svizzera, Swiss Volksbank, however, has closed down its Luxembourg operation.

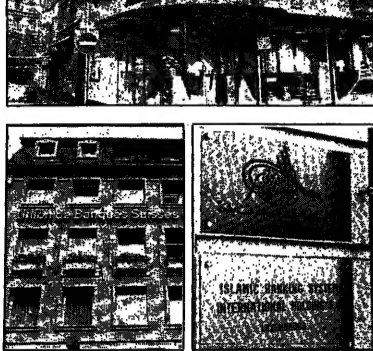
Banks from other countries with extremely liberal exchange laws also find Luxembourg a useful place to hang up their shingles. It was something of an accident that the first wholly owned Dutch bank set up in Luxembourg last year, a subsidiary of Amro Bank, Piarco, Heide, another Dutch bank, has long had a Luxembourg joint venture.

And there are rumors that another Dutch bank will open its doors in Luxembourg, along with the first British bank.

There are advantages to these banks of drawing anonymous, low-key private client business in Luxembourg, even if they already do private banking in Switzerland or the Channel Islands or Curaçao. For many Europeans from



neighboring countries or expatriates with a modest amount of money that they would like to hide from the tax inspector, Luxembourg is in reach, as Luxembourg banks will welcome them even if they only have the equivalent of \$25,000 to invest — and they will take any currency for even short terms. There is no capital or earnings tax as in Jersey and there is no anti-capital-in-



flow withholding tax (35 percent in Switzerland). A modest amount of money can be intelligently and profitably managed by the simple device of pooling it with that of other small account-holders with the same investment goals. This is off-the-peg private banking, not made to order. It is aimed, to quote Luxembourg Banking Commissioner Pierre Jaens, architect and chief regulator of the system,

the coupons without paying tax on them — the original Luxembourg specialty — in a period when interest rates are falling and the capital value of money invested in bonds is shrinking as a result.

"To make money today, even the proverbial Belgian dentist has to diversify into the equity markets," said Eurocom's Mr. Fallon. (The Belgian dentist is the mythical figure of Eurobonds, the original Luxembourg client.)

The Luxembourg stock market, founded in 1928, only got going with the rise of Eurobond dealing in the early 1960s. Depending on how you define a Eurobond, the first probably was the January 1961 syndicated issue for Saccor of Portugal, which was denominated in European Units of Account (a composite currency, predecessor of the ECU, the European Currency Unit) to the value of \$5 billion. It was listed on several European stock exchanges: Brussels, Zurich and Luxembourg.

Today, the advantages of a Luxembourg listing (even if, as then, there usually are other stock exchanges handling the same paper) remain considerable. The Luxembourg stock market of official price list currently runs to 45 pages, quoting 3,700 securities, about 80 percent of them Eurobonds.

According to the Luxembourg Monetary Institute, a substantial number of Eurobond issues last year included Luxembourg banks among the syndicators — 25.2 percent compared with 23.4 percent in 1984. In fact, the presence of Luxembourg banks in syndications has not been this high since 1977.

Similarly, last year also saw recovery of Luxembourg's share of quotations of new Eurobond issues. Their proportion of the action rose to 63.1 percent compared with 57.3 percent in 1984, levels that had not been seen in the Grand Duchy since 1976.

Building on a tradition that goes back to Saccor, it was in composite-currency issues (units of account, special drawing rights and, above all, ECUs) that chances of a Luxembourg quotation for the issue rose to nearly 100 percent.

Strong Luxembourg banking presence in the syndication was likewise. Only in one single-currency part of the Eurobond market is Luxembourg's stock market as significant as with multi-currency issues: that of Euro-French francs.

Luxembourg commission rates are high and tend to displace large institutional traders to other stock markets, a matter that probably will result in a reform of the fee structure later this

year. But in the interval, Luxembourg has reinforced its role as the open for the odd-lot bond trader. This trade fits in with the country's appeal to the smaller private banking customer.

And Luxembourg's ECU specialisation draws to its market many trade the European Community's composite currency, which is now the fourth important currency in the Eurozone after the dollar, the Deutsche mark, the yen, the Swiss franc and the pound.

Further reinforcing the specialist is Luxembourg's reputation for prudence in banking and respectability, which is not always to be widely deserved.

Mr. Jaens, the banking regulator, noted: "We were lucky in the Amro affair. Roberto Calvi never set a banking license in Luxembourg and up until perhaps 16 months before the end, there would have been no son not to grant him one." It was Calvi's diagnosis and the discovery of a body hanging from a London bar that resulted in major losses for international banking, common which had accepted Amro's per, and a shakeup in international money markets.

These days, the banking regulator Luxembourg is adding still more tools to prevent potential problems to the reputation of Luxembourg as a safe banking center.

A new and more coherent regulatory code has been passed. It is now Luxembourg supervision of all banks' consolidated accounts with the same time accepting more standards from the banks' home countries. This combination of rigor and reasonableness is typical of Luxembourg's banking supervision.

Another new law provides broad powers for banks from meeting rules to solvability and risk coverage, condition that Luxembourg recognize the value of guarantees given by parent bank and the regulatory authorities of its home country. These changes enhance Luxembourg's bank of West German banks to consolidate Luxembourg operations with those the parent to calculate prudential ratios under the revised German Banking Law, while maintaining the attractions continuing to operate over the border.

(Continued on Page 12)

## Deutsche Mark Regains Place As Leader of Eurolending Market

By Edward Roby

LUXEMBOURG — The Deutsche mark recaptured its leading role in the Luxembourg financial center from the U.S. dollar last year, but the dominant group of 29 West German banks is keeping a lower profile.

After stalling at a level of about \$84 billion for a couple of years after the international debt crisis caused the Eurolending market in 1981 and 1982, the combined foreign credit volume of the 118 Luxembourg banks surged ahead again in 1985 to an estimated \$100 billion.

The 29 West German banks operating in Luxembourg at the end of 1985, however, accounted for only about 42 percent of the total Luxembourg banking assets of about \$146 billion, according to the Luxembourg unit of Dresdner Bank. Just two years ago, the balance-sheet totals of the West German contingent made up over half of the center's total banking assets.

"The German banks on the whole have been trading more lightly in the Eurozone," said Eikehard Störck, whose Deutsche Bank Luxembourg unit trimmed its assets by nearly 16 percent last year in a deliberate policy shift toward conservatism, especially in lending.

"No doubt about it," said Volker Burghagen, director general of Dresdner Bank's Luxembourg unit. "The others have caught up and have achieved an appropriate level. That 30 percent we had in years past was pretty high."

Mr. Burghagen said the German banks were first to set up shop in Luxembourg, built up their volume rapidly with the recycling of periodicals in the past decade and reached their goals. Lately, he said, the Scandinavians, which form the second largest contingent with 16 banks, and the Swiss, with seven banks, have been more aggressive. The interbank business among the Luxembourg banks has also risen.

Last anyone conclude from mere balance-

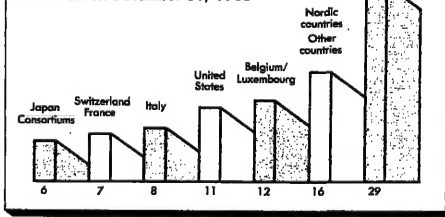
sheet assets that the Germans may have lost the golden touch, Deutsche Bank has come up to steadily operating earnings of 300 million Deutsche marks for 1985 in Luxembourg, and Mr. Burghagen said his bank increased its operating earnings last year to 280 million marks despite unchanged assets.

Both Mr. Störck and Mr. Burghagen said they believed the 1985 results could be matched again this year.

Indeed, profitability seems to be one of the few constants in the Luxembourg financial center as the banks try out different strategies to stay competitive in the market and replace their slumping Eurolending business. The center's average yield on assets after touching a high of 1.1 percent in 1983 and retrenching to 0.98 percent in 1984 was back over 1 percent again last year, a couple of leading bankers said.

Many banks have posted handsome profits from trading in currencies and securities. Some

## Geographical Origin of Banks established in Luxembourg Situation on December 31, 1985



replaced their lost lending business with 2- to 3-year, high-yield bonds that provided a bonanza when interest rates fell. Export financing for West German industry accounted for a rising share of the credit volume of the German banks. Luxembourg remained the premier Euro-Deutsche mark center and improved its share of the overall Eurozone assets slightly to 9.5 percent, putting it again in

## TOMORROW

- Offshore growth: Luxembourg settles into an even rhythm of growth.
- Special relationship: Strength and friction in the monetary union with Belgium.
- Secrecy and security: Regulations in Luxembourg, legislation in Switzerland.
- Personal banking: Contractual relationships in placing money.
- Clearing problems: The "atomic" bridge linking Euroclear and Cede.
- Covering the bond market: Luxembourg exchange as trading post of the Eurobond market.
- The Nordic Forum: Scandinavian banks and the competition.

## Banque Indosuez in Luxembourg.

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SPECIAL REPORT ON LUXEMBOURG

# Nordic Banks a Vital Tie for Scandinavian Firms

By Enrol G. Ramperad

LUXEMBOURG — Bankers are generous at times, and the Scandinavian banks in Luxembourg have played an important role in the past decade in helping individuals from the north, be it the placing of money, raising or easing the difficulties of large corporations.

Norwegian, Swedish, Danish and Finnish bank directors all talk with willingness to help the Scandinavian living abroad.

There are in Luxembourg also to corporations achieve a "high-profile" choice of Luxembourg by Scandinavian banks was governed only by the flexibility of the banking laws but also by the fact that the banks' geographical position, which facilitates access to the European subsidiaries of Scandinavian corporations.

Henrik Kochum, deputy managing director of Svenska Handelsbanken S.A., said: "Our main priority here is to serve subsidiaries of Scandinavian industries, notably Danish industry, which by definition is more multinational than the rest. There are some 600 Danish companies within four hours' drive of Luxembourg in West Germany, Benelux, Switzerland and France. Bankers from here move, I can be in Frankfurt or Paris in two hours or in Hamburg in six. Just look at the figures: 60 percent of Scandinavian exports go to the area. We are in the middle of a million people here. When you are in this kind of situation, there is banking business."

The private banking side is also a fact. "Mr. Kochum added, "although not so rapidly. Scandinavia is moving out to countries where there are fewer regulations. You then all over."

There is less inflow of funds into Denmark. The export industries are doing very well and there is hence need for external capital. However, the currency high liquidity as there is a constant eye open export possibilities.

Scandinavian industry has come to rely on the facilities provided by "home town" banks. There are 16 Nordic banks in and around the Boulevard Royal and the Grand-Duché de Luxembourg after the West Germans in their 29 banks.

Svenska Handelsbanken, among the largest in the Nordic countries, has been in the Grand Duché

almost 10 years, employs 40 people and has just changed buildings. Profits? "Definitely so," Mr. Kochum said. "We are keeping the mother company happy."

Ole Aamodt, director of the Norwegian Den norske Creditbank (Luxembourg), said that all four Norwegian banks in Luxembourg are profitable, while Kai Suomea of Finland's Kansallis International Bank declared himself "quite confident" about the future. He added, "We are definitely here to stay."

Kansallis arrived in Luxembourg during the 1975-1978 boom period for Luxembourg banking and is celebrating its 10th anniversary. It is more multinational than the rest. There are some 600 Danish companies within four hours' drive of Luxembourg in West Germany, Benelux, Switzerland and France. Bankers from here move, I can be in Frankfurt or Paris in two hours or in Hamburg in six. Just look at the figures: 60 percent of Scandinavian exports go to the area. We are in the middle of a million people here. When you are in this kind of situation, there is banking business."

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by in the past year and have attracted investors in the range of 300,000 to 500,000 Deutsche marks (\$15,000 to \$250,000).

Kansallis, which has rebuilt its headquarters in Luxembourg and which is expanding its staff, is nevertheless smaller in terms of assets and staff than Union Bank of Finland International, which is at the top end of the Nordic banks' assets table, ranging from 30 billion to 100 billion Luxembourg francs (\$1.02 billion to \$2.04 billion).

Aside from their 10th anniversary gathering, the Nordic bankers meet at least once a month in the Nordic Bankers Forum, where the unofficial director of the day is determined on a rotation basis. One of them said: "We discuss tax problems and naturally how to lower tax rates. We can exert pressure as a group."

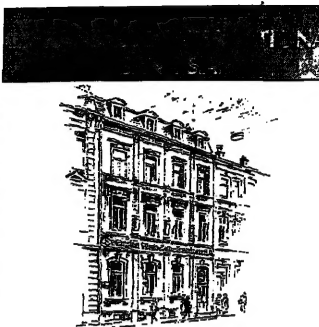
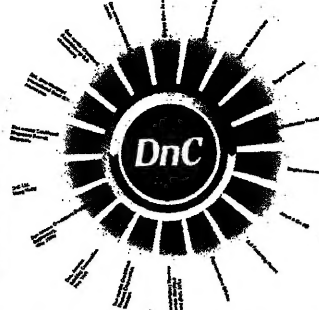
The Luxembourg regulatory authorities are open to suggestions and it is likely that the country's available budget surplus will lead shortly to tax reductions for the Grand Duché's banks.

Henrik Jakobson's Provisbank is one of five Danish banks, a group that includes Provisbank International (Denmark) and Den Danske Bank International S.A. Provisbank combines commercial banking with private banking for Danes living outside of Denmark. Danish exchange regulations are strict and Danish banks are not allowed to borrow abroad and lend to companies in Denmark.

Den norske Creditbank has set up a Norwegian network based on its Luxembourg bank with a subsidiary in Amsterdam, representative offices in Rotterdam and Hamburg and a good deal of the bank's shipping business. DnC also has relations with companies in the gas business and is expected to benefit from the new agreements in gas between Norway and various European countries.

DnC's many activities — foreign exchange and securities, funds management for Norwegians and non-Norwegians, trading in European Currency Units — gave it an opening profit of 85 million Luxembourg francs before taxes last year as well as the ability to pay a 14-percent dividend.

In the footsteps of the banks came the big Swedish industrial groups, which chose Luxembourg as the best center for their insurance business. Firms like Electrolux have centralized their group in-



Svenska Handelsbanken S.A.

surroundings — and the cash linked to that business — in the Grand Duché.

The Scandinavians are definitely holding their own with the West Germans on Boulevard Royal.

# Bankers, So Far, Not Worried By Stricter West German Law

By Edward Roby

FRANKFURT — The new German banking act that extends exposure limits to the offshore lending units of domestic banks could have a potential impact on the growth of the Luxembourg financial center.

But leading West German bankers in Luxembourg say the revised banking oversight law has not been much of a problem for them so far because Eurocredit demand is weak, lending officers have become far more choosy about potential borrowers and high earnings have been available to buffer risk reserves and equity capital.

Another reason is that the West German banks, which dominate the Eurocredit market in Luxembourg, have been given a comfortable 54-year grace period in which to adjust to the new exposure rules, and the leading Luxembourg subsidiaries say they are easily meeting their phase-in targets.

West German banking regulation had previously imposed an 18:1 assets-to-equity ceiling on the individual domestic banks. But the revised law that took effect Jan. 1, 1985, effectively extended this ceiling to offshore subsidiaries by requiring the banks to disclose consolidated balance sheets incorporating all of their global operations.

The regulatory crackdown, which had been contemplated since the Luxembourg Eurocredit boom exploded into double-digit growth in the late 1970s, was finally triggered by the near-collapse in 1983 of Schroeder, Münchmeyer, Haegert and Co. This private Hamburg bank was pushed into insolvency by the bankruptcy of a single corporate client to which it had made large loans through its Luxembourg subsidiary.

Because of the primary role of Eurocredit in Luxembourg, the revised German banking act in a certain sense "could also inhibit growth in Luxembourg," Eidehard Stork, managing director of Deutsche Bank Compagnie Financière Luxembourg, said at a recent news conference of the Luxembourg Banking Association. "The narrower definition of lending applicable in the federal republic will therefore restrict the activities of their (German banks) offices in the Grand Duché."

In late April, Mr. Stork's bank published 1985 results showing that, while satisfactory earnings were maintained, balance-sheet

footings plunged by 15.9 percent to 25.2 billion Deutsche marks (\$11.9 billion) from about 31 billion marks in 1984. This reflected a drop in credit volume, still 80 percent of the balance total, to 20.9 billion marks from 26 billion marks the previous year.

Practically all of the year's profit of 36.4 million marks was placed in reserve to strengthen the bank's equity capital base. The bank said only about half of this sticking decline in business could be explained by the turnaround in the U.S. dollar exchange rate. The rest, it said, was the result of a deliberate policy decision to proceed more cautiously.

The revised German banking law, Mr. Stork said, is "one of many reasons we have been holding back."

The stockpiling of reserves, wariness of the innovative new financing instruments and increased selectivity in the long-term lending business reflected this conservative strategy.

"When we extend a loan," he said, "we are critical. We ask whether it will be paid off."

Mr. Stork said the bank is still very much oriented to the leading business but that consensual credit has lost some of its overriding significance while export financing for German industry through Luxembourg Eurocredits has grown in importance. He said his bank extended 7 billion marks in short-term credit to West German borrowers.

"The German banks are clearly more recent in the international credit business because of the decline in margins and also because of the risk," Mr. Stork said.

Ulrich Damm, managing director of Luxembourg's Commercebank International, said he thought the potential impact of the German law was mainly a "theoretical consideration" because balance sheet growth is not a priority in Luxembourg.

"The consolidation of balance sheets and the application of exposure ratios presents no problem anywhere," Mr. Damm said.

He pointed out that good earnings have permitted the Luxembourg banks in Luxembourg to build adequate reserves and boost equity capital. Last year's earnings, he said, generally exceeded 1984's by more than 20 percent.

Mr. Damm's bank reported that 1985 was its most successful year with a 106-percent increase in total assets to 14.1 billion marks from 13.1 billion marks in 1984 and a

notable rise in operating earnings. "If your balance sheet volume expands, you must expand your own capital," he said. "Our capitalization gives us the ability to maintain the exposure ratios."

Yolker Burghagen, managing director of Compagnie Luxembourgeoise de la Dredoir Bank, said that the equity basis of the group of 29 German banks has risen so much in the past couple of years that they now have greater freedom of action, even with the 18:1 solvency ratio.

For 1985, Mr. Burghagen's bank reported practically unchanged assets of 2.9 billion marks along with "particularly encouraging" earnings that were placed in reserve. The bank said its credit volume of 10.2 billion marks amounted to just 41.1 percent of the balance-sheet total and that securities trading and better interest returns were mainly to thank for the improved earnings.

The Dredoir Bank unit also noted that its equity capital amounted to 4.1 percent of its total liabilities, well above the Luxembourg legal floor of 3 percent, and that its liquidity quotient of 61.9 percent compared with the recommended minimum of 30 percent.

Mr. Burghagen conceded that the banking community had found while the German oversight revision was still under discussion that it would restrict the credit management of the banks. "The world has changed quite a bit in the meantime," he said, "and not just in Luxembourg."

A global credit demand is down and bank earnings have been excellent in the past couple of years, he said. Everyone has boosted capital.

Mr. Burghagen said the requirement for balance sheet consolidation does not mean the 18:1 solvency ratio must be applied equally by the parent bank to each of its subsidiaries. The banks, for example, could comply by curbing lending elsewhere to preserve leeway in Luxembourg where credit to non-banks is substantially higher than the norm.

Under German banking regulations, assets are weighted according to quality so that credit extended to a West German government entity would not count at all against the lending institution. Credit extended to a domestic bank, for example, would be weighted 20 percent while loan to foreign banks would be valued at one-half.

"In Luxembourg, we are well within the limits," Mr. Burghagen said.

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### S.A. LUXEMBOURGEOISE



## Flexibility, Respectability Lure Holding Companies

By Alan Tiller

LUXEMBOURG — Holding companies established here appear in the chapter between Guinness and Panama in "confidential" newsletters devoted to tax havens. A banker on Boulevard Royal, the local Wall Street-Thameside Street, said the Grand Duchy should not really have a place in "such literature." The reality here is quite different, he said. "Luxembourg is not a tax haven; it is at most a tax shelter. A Luxembourg holding company is indeed exempt from income tax; it is, however, subject to strict legal requirements regarding, among other things, assets it may hold, transactions it may carry out, lending and borrowing ability, reporting obligations."

These legal requirements account for the low number of Luxembourg holding companies, low by the standards of the big tax havens. The names are not placed in firm doors, as in Liechtenstein. They are domiciled with banks, notably Banque Paribas (Luxembourg) SA.

There are around 6,000 holding companies in the Grand Duchy, ranging from a few hundred to very small. The latter category, with capital of 2 million to 3 million Luxembourg francs (about \$600,000), make up 90 percent of the total. The remainder, however, account for 80 percent of the total capital.

The big holding companies are interested principally in "storing" reserves by accumulation of income and capital gains. They want flexibility within Luxembourg-style responsibility. The size that allowed the registering of bank Ambrosiano Holding, thus bringing together the world bank and holding, is unlikely to be repeated, Jean Pissone, Paribas' deputy

director who handles the management of major private accounts and funds, said reliability and expertise were the two main attractions of Luxembourg both for tax-free current accounts and holding companies.

"Take the Arabs, the Khashoggi and Pharaons, who came here after the oil price boom," he said. "They didn't come for fiscal reasons, but for handiness. And the honorability that I think distinguishes us."

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from certain exotic financial centers. There's also very strict confidentiality here."

Luxembourg's holding company law dates to 1929. It defined a holding company as one formed for the "sole" purpose of acquiring participations and administering them and not for engaging in industrial activities.

The 1929 legislation was fiscal in character and did not stipulate a specific legal form for holding companies. Generally, the form adopted was that of a *société anonyme* (public limited liability company) with a few cases of *société à responsabilité limitée* (private limited liability company).

Another banker remarked: "Now that the law has been in force for over 50 years, it seems doubtful that the word 'sole' used in 1929 still has the same meaning. Financial shuffling companies have branched off in various directions."

There are two general types of holding companies, one formed to take out participations, a controlling interest or engage in business transactions, or one formed by a group of individuals or a family to administer or invest their interests.

Holding companies can have many kinds of authorized operations. Among them are the acquisition of permanent shareholdings, investment portfolios, cash and short-term investments, gold and gold certificates, loans to subsidiaries, guarantee for the commitments of subsidiaries, collecting royalties on patents as well as licensing trademarks.

The Luxembourg holding company is not liable for any tax on dividend or interest income, capital gains and liquidation surplus. They provide a handy instrument for preparing takeovers, mergers and joint ventures, for arranging group financing without withholding tax for investors and for fruitfully investing in individual companies.

Paribas' Mr. Pissone commented: "The future of holding companies might be some extent determined by the anti-avoidance laws appearing in different foreign legislations. However, the permanent flow of foreign capital into Luxembourg companies shows that they still attract investors in sophisticated financial structures."

The holding companies have come in waves. The French groups were in the Grand Duchy before World War II, the Belgians arrived after the war followed by the Dutch in the 1970s, the Italians and more



The Boulevard Royal, Luxembourg's financial street.

recently the Japanese. U.S. banks used Luxembourg in the 1960s to finance commercial operations before moving this activity to Cayman and elsewhere with the suppression of the interest equalization tax.

More recently still, the Grand Duchy has seen the development of adjacent activities such as investment funds. The funds used to have the same rules as the holding companies. A 1983 law introduced SICAVs and allowed funds to invest in assets from which holding companies were excluded — real estate, venture capital, financial futures and commodities.

By the end of last year there were 213 funds or investment companies in Luxembourg, some specializing in areas like energy, Japanese and Pacific basin securities.

In addition, so-called captive reinsurance companies have appeared, which allow foreign industrial groups to build up reserves against risks. These reserves enjoy special tax privileges. This has especially appealed to Swedish companies, including Electrolux, SKF and Volvo. Some 22 European companies have chosen Luxembourg for their reinsurance (18 Swedish, one Danish, one Belgian, one Dutch).

## Investments Growing In Offshore Mutual Fund

By Francis N. Hoogewerf

LUXEMBOURG — Where else within the states of the European Community and the Organization for Economic Cooperation and Development can an investment holding company or an open-ended fund be set up and managed offshore virtually free of tax?

Such places as the Channel Islands, Cayman Islands and Liechtenstein, although often closely associated with either the EC or the OECD, are not themselves members of these groupings. Thus, as time goes on, these havens are likely to become less attractive for the purpose of marketing their funds to the public. This becomes apparent when one reads the texts of the proposed EC directive resulting from the "ECOFIN" meeting of the Oct. 28, 1985.

It was proposed at this assembly that the actions necessary to comply with this directive must be taken no later than Oct. 1, 1989. The United Kingdom has already started the ball rolling and has brought out draft legislation for its Financial Services Bill, in which its Securities and Investments Board (SIB) will play a large part.

The Luxembourg holding company was given favorable fiscal status as long ago as 1929, but it was not until August 1983 that Luxembourg's holding company legislation was updated to the modern needs of the Mutual Fund industry.

That year might well be considered a vintage one for Luxembourg's finance industry: well timed to fit in not only with the proposed directive but also with present world markets. There are now more than 200 funds officially recognized in Luxembourg representing over \$14 billion in investment. It is understood that there are a further 40 applications currently being considered. In addition, the Japanese are currently showing a lot of interest in setting up some of their offshore funds in Luxembourg, because Luxembourg being a member of the OECD grouping is an authorized country for their purposes.

A Luxembourg holding company may not be a silent partner in a limited partnership. It may be a silent partner in a limited partnership. It may be a silent partner in a limited partnership.

During the last few years the Channel Islands in particular have developed a lot of expertise in fund management, but unless they can become more closely associated with the EC, which would mean conforming to fiscal harmonization such as the introduction of a value

added tax (VAT) and a company registration tax, then there is likely to be a trend away from the Channel Islands toward Luxembourg.

What is the background to Luxembourg's fiscal advantages? There are more than 6,000 tax neutral holding companies registered and controlled from Luxembourg.

A Luxembourg holding company is a company specifically designed as long ago as 1929 for the purpose of investment into other companies' shares whether in Luxembourg or abroad. It was designed to be tax neutral since it was argued that companies into which investments might be made would themselves be subject to tax whether in Luxembourg or abroad.

Moreover, since the Luxembourg holding company is excluded from Luxembourg's tax treaties, there is then a withholding tax to be paid on dividends transferred to Luxembourg.

Technically it is not clear whether the funds covered in the new law of August 1983 would be excluded or not from Luxembourg's tax treaties. The Dutch holding company, on the other hand, does benefit from the Netherlands' treaties.

A Luxembourg holding company is subject to certain rules: It may acquire, hold and dispose of shares and bonds of Luxembourg or foreign companies.

It may hold cash, foreign currencies and negotiable securities and place funds on deposit with financial institutions. It may finance subsidiaries or companies in which the holding has a direct shareholding.

It may hold and license patents and receive income from the granting of licenses. It may issue bonds by public or private subscription of up to 10 times the amount of its paid-up capital and in addition borrow up to 3 times its issued capital.

It may buy back up to 10 percent of its own shares where permitted by its statutes when agreed by a general meeting of shareholders. It may be a silent partner in a limited partnership.

A Luxembourg holding company may not: Carry on any industrial or commercial activity, nor may it carry on brokerage or banking activities. It may not directly own real estate except the premises used for its own offices.

Generally it may not grant loans to companies in which it does not own shares unless it is specially

authorized as a financial holding company. A holding company requiring minimum paid-up share capital of 125 million Luxembourg francs (\$28,000). It is subject to an annual incorporation tax of 1 percent on its capital. On an annual basis there is only a 0.2 percent tax to be paid. Accounts have to be audited and published yearly, which is one of the requirements which is an open fund similar to a unit trust. The other type of fund is the SICAV (Investment S Capital Variable).

Luxembourg does, of course, recognize the closed end fund. Foreign based funds operate Luxembourg-style FCPs where a management company runs a set portfolio of investments that is managed by a fund divided into equal parts, which can be bought and sold by investors.

The SICAV investment company with variable capital is an ended arrangement where investors can buy and sell shares in a company that uses its capital to acquire investment portfolio. It is the capital of the company therefore, the value of the very directly with the value of the company's assets. Here the investors are shareholders who hold direct rights in the fund, but the company that controls the fund is the significant factor for some purposes.

In Luxembourg both the ended fund and the variable capital company pay a very small tax on net assets of only 0.01 percent.

Looking ahead one sees it coming when an authorized Luxembourg fund can be marketed only anywhere in the EC but in the United States once the private authorities in the EC negotiations with their counterparts in America.

The author, a British chartered accountant who has been practicing in Luxembourg since 1969, is a specialist in international taxation.

## Mark Regains Dominance in Eurolending Market

(Continued from Page 9)

third place behind London and Paris among European financial centers.

The U.S. dollar abdicated to the Deutsche mark last year after its brief 1984 reign as Luxembourg's leading currency of foreign assets. The West German currency, which gained about 22 percent in value against the dollar in 1985, boosted its share of foreign currency assets to about 40 percent from 38 percent while the dollar slipped under 39 percent from 43 percent the year earlier.

The structural upheaval in the traditional Eurolending business since the onset of the debt crisis has plunged all the international finance centers into tough competition for the choice of borrower. This has resulted in high liquidity, compressed margins, a shift toward capital market financing and a proliferation of innovative new financing instruments that are integrating the once distinct credit, capital and money markets.

### Participation of Luxembourg Banks in the Euromarket

Participation in % of loans reporting to the BLS\*

	'80	'81	'82	'83	'84	'85
Total Assets	11.6	10.3	10.3	9.3	9.1	9.5

\*The reporting zone includes the following countries: West Germany, Belgium, France, Italy, Luxembourg, the Netherlands, United Kingdom, Sweden, Switzerland and since 1977 Austria, Denmark and Ireland, and since the end of 1983 Spain, Finland and Norway.

The capital market last year absorbed two-thirds of all new financing, with floating rate notes grabbing a bond market share approaching 50 percent. The share of new business for the traditional Euromarket, still the major source of earnings for Luxembourg banks, slipped under 50 percent for the first time.

But London must have been hurt more by the drop in major credit syndicates than Luxembourg, which as well as all the benefits from the strictly enforced bank secrecy and remunerative tax laws of Luxembourg.

The exotic new financing packages that were designed to compensate for some of the missing credit business have not caught on in

Luxembourg as they have in centers like London.

"Luxembourg is not the place for risk and nit," said Mr. Storck, referring to revolving underwriting facilities and note issuance facilities. This market-leading bank has made a point of warning about the potential risks of such off-balance sheet financing.

New Euromarket issues, propelled by a bank trend toward securitization of international funds, increased 70 percent last year to the equivalent of \$135 billion. But the Luxembourg share of this business is only about 21 percent of the total amount.

Luxembourg's Euromarket lending business, however, has immediate growth potential if the government in a new tax package slated to be unveiled Jan. 1, 1987, abolishes the 0.36 percent levy on bond issues. Both Mr. Storck and Mr. Barghaen said they believed this would happen.

"If regard this as an important and necessary step," said Mr. Storck, whose bank had shifted its

Euromarket lending operations to Curaçao. "If the levy is abolished, we will considerably increase the volume of our issues here."

West Germany's recent moves to liberalize its domestic finance markets have yet to make deep inroads on the flourishing offshore business in Luxembourg although an eventual lifting of the German minimum reserve requirement would be a real threat.

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## SPECIAL REPORT ON LUXEMBOURG

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Eurocredits Business

By Giles Merritt

LUXEMBOURG — Financial services are the key to the Luxembourg banking sector's efforts to build a changing time. With the volume of its traditional business, such as straight Eurocredits, dropping, Luxembourg banks are looking to new forms of financing to retain it as a premier offshore center.

Private financing deals that involve the Luxembourg banks in arranging interest rate contracts and other products are identified by the banks as the future of the Luxembourg banking sector.

Mr. Henry added, "We don't perform miracles, but we may manage a 1-2 percent better yield than a diversified high-risk mutual fund can achieve."

The Luxembourg banks' efforts to develop their investment management services is aimed chiefly at creating a new customer base rather than at trying to lure away the Swiss bank's super-rich clientele. Luxembourg banks sometimes accept personal portfolio accounts as well as 10 million Luxembourg francs, although in general, customers can only expect a genuine personal investment service on accounts of \$100,000 and upward.

However, Luxembourg's strict bank secrecy laws and its tax-free conditions for nonresidents have helped attract to the Grand Duchy a steadily expanding volume of private customers from nearby Bel-

gium, France, West Germany and the Netherlands.

For those customers whose means do not run to a full-fledged personal investment service, the Luxembourg banks are rapidly developing an array of new super-funds that are restricted to comparatively few investors, each with a minimum investment of \$50,000 or more, and which are certain to outperform most standard mutual funds.

Luxembourg's private investors have traditionally favored bonds, but with the advent of these new high-privilege funds the banks' investment managers are now increasing their purchases of equities and some are even beginning to launch equity funds.

The diversity of Luxembourg's super-funds is suddenly increasing. In addition to mixed equity and bonds funds, there is a variety of currency and options-buying funds, including one in which the revenue from treasury bills is almost gambled like casino chips on different futures and options. Last month, perhaps, specialists like Kredietbank have introduced a European Currency Unit (ECU) fund and a Danish kroner fund as well as several diversified bond funds.

In all, 213 different mutual funds worth a total of 600 billion Luxembourg francs have so far come to Luxembourg to take advantage of the tax-exemption law covering



Thierry Mathis

such funds that was enacted in 1983. By the end of this year, their number will probably have passed the 250 mark. The banks in the Grand Duchy are, indeed, beginning to worry that the only snag to this new area of activity is that private banking and mutual fund administration is more labor intensive than their more traditional Eurocredits business, with the result that personnel shortages are a growing problem.

Where Luxembourg's banking community will find itself in a decade, or even five years from now, is hard to guess. The weakening of the syndicated loans business has certainly challenged Luxembourg to find new banking services to make up the loss.

At the same time, the Grand Duchy's position at the heart of the Eurobond market is unlikely to be weakened in the foreseeable future. The Codel clearing system, which handles about 40 percent of Eurobond transactions, is based in Luxembourg, and by the end of this year it is likely that the number of Eurobonds listed on the Luxembourg Stock Exchange will have passed 4,000, up from 1,500 in 1980. The likelihood is that Luxembourg's private banking will continue to grow, but will thrive as a complement to the Eurobond activity rather than as a competitor.

Bankers, including foreigners who live in the country, paid considerably more in personal income taxes. Luxembourg may be a tax

haven, but it is not one for those who live there.

This has been a point of contention by Luxembourg bankers for years, but there are hints that the Finance Ministry may be ready to act on the matter now.

Bankers who are paying over 40 percent of their salaries in income taxes to Luxembourg even if they spend a lot of time traveling outside the country feel that they deserve kinder treatment, and they may get it.

Bankers, including foreigners who live in the country, paid considerably more in personal income taxes. Luxembourg may be a tax

## The Greening of a Banking Capital

By Pierre Werner

LUXEMBOURG — It remains a matter of surprise how the capital of a country of such small size as Luxembourg could grow over the last 20 years to an international banking center of impressive size. There are 118 banks with a global balance sheet totaling \$150 billion.

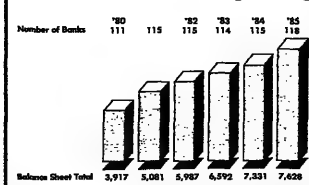
It might be true that so-called offshore financial centers have a different and more volatile type of growth. But in more than one regard the role played by Luxembourg has gone beyond the typical offshore ventures. The way it was organized shows also some very special features. It cannot be said that its beginning was accompanied by loud and obtrusive publicity around the world.

It grew out of the political and financial structure of the country, of some of its advantages derived from geographical and human peculiarities. These "natural" advantages have often been underlined: the full sovereignty of the country, its cultural and linguistic pluralism, the easiness of access to the authorities and of legislative adjustment to new situations, its political and social stability, its fiscal neutrality.

That these features could be aspects for an internationally reputed banking center was only gradually recognized by the Luxembourgians themselves.

The first wave of growing bank development occurred around 1963. The Duchy adjusted the broad legal frame of 1929 special legislation on holding companies, to new aims going far beyond pure tax considerations. The intention given to these provisions responded to needs arising on the international capital markets, especially after the U.S. authorities had instituted the interest equalization tax. A matter of fact, this law was a

## Asset Growth in Luxembourg Banking



Source: Banque Internationale de Luxembourg

deterrent from raising funds in New York for investment in Europe.

At a time of intensive American investment in Europe, the multinational companies were confronted for the financial needs of their subsidiaries with a series of still nationally protected capital markets. The so-called holding de financement, contributed much to what has become the Eurodollar market.

Investment funds began also to develop by using the 1929 holding legislation.

Soon Luxembourg was being considered as providing channels as an intermediary for the flow of capital, which was required, especially for big enterprises, by progressing liberalization of the exchange of goods.

The Luxembourg Stock Exchange, created at the beginning of the 1930s, got a new dimension, by quoting the numerous bond issues on the Eurocurrency markets.

A second wave of development set in at the end of the '60s. Monetary imbalances in Europe and anti-inflation policies increased the need by governments and central banks to master the liquidity problems of the economy and of the bank system.

The link between budgetary and monetary policy became more obvious.

Without embarrassing seriously foreign policies, Luxembourg was able to maintain a more liberal trend because of a greater slackness with respect to budgetary and monetary strains.

In spite of the losses incurred during World War II, the budgetary situation had improved rather quickly in the '50s. The good balance of public finance and especially the moderate level of public indebtedness were an essential contribution to the strengthening

'60s, and many doubts about the longevity of the phenomenon were raised. The ongoing harmonization of policies in the European Community was considered as a lasting Damocles sword over the heads of Luxembourg banks. The traditional Luxembourg banks looked also with some suspicion at the influx of more and more banks, when it started. Leftist circles came along with ideological objections.

Defending the development as a contribution to a free flow of capital in Europe in line with the Common Market, I was glad sometimes to allude to their willingness to enforce the criteria of seriousness and of high standing of banking surveillance.

The change of coalitions in the government did not affect the continuity of the positive attitude of the authorities. Even during the period extending from 1974 to 1979, when I passed with my party to the opposition side in parliament, the coalition composed of Liberals and Socialists, continued the promotion of the banking center, in spite of the fact that in the past the Socialist party had been rather cool to the development.

Meanwhile, the broad public had become conscious of the economic value of the sector. During the 10 years' crisis in the steel sector, the Luxembourg found that having a prosperous banking sector was one of the guarantees against pitfalls in other parts of the economy.

Development of the service sector has become one outstanding part of the efforts of the Luxembourg government since 1980 to diversify the structure of the Luxembourg economy. As a matter of fact iron and steel was so predominant that it gave the national economy nearly a monocultural feature.

A German banker wrote in an economic newspaper, *Börsen-Zeitung*, on May 17 that Luxembourg has become "mature" as a finance center and that the place has increased its self-confidence.

It seems to me that the future of the place can be defended against growing competition from other centers. Experience has shown that the center is capable of diversifying and responding to backward trends.

The creative spirit of the banking community and the broad understanding of the activities ought to be the best pledges for the future.

Pierre Werner served as prime minister of Luxembourg from 1979-84, leading a center-right coalition of Christian Socialists and Liberals.

## Diversification of Banking Sector Begins to Pay Off

(Continued from Page 9)

users) and 29 West German banks of these rule changes affect activity of Luxembourg banks because the authorities themselves only with the leaders of bank's business, not the ship of the deposits they collect.

The odds are that, in the short German side of Luxembourg's Eurobusiness will lag behind levels.

And it is uncertain if Luxembourg can continue to appeal to international assets in competition with cut-price commission levels expected soon in London.

All of which makes the private banking option more significant for the Luxembourg banking system.

Banking is a big business in Luxembourg employment terms. As of December, 1985, 6.3 percent of the working population (10,213 per-

sons) were directly employed by banks.

The share of value added to the gross domestic product by banks and insurance companies rose from 4.3 percent in 1970 to 13 percent in 1983, the last year for which it was calculated.

Over the same period, the share of the steel industry fell from 27 to 11 percent. And given all the people who help banks do business, will not directly employed by them, providing auxiliary services

ranging from real estate broking to legal advice to auditing, there probably are as many Luxembourg residents working for the financial sector as there are smelting steel, some 13,000 to 15,000 people.

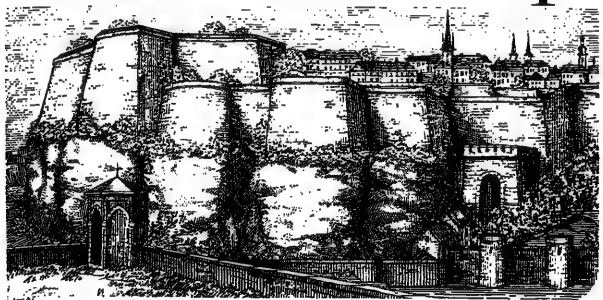
In 1984, banks paid 9.816 billion Luxembourg francs in corporate taxes.

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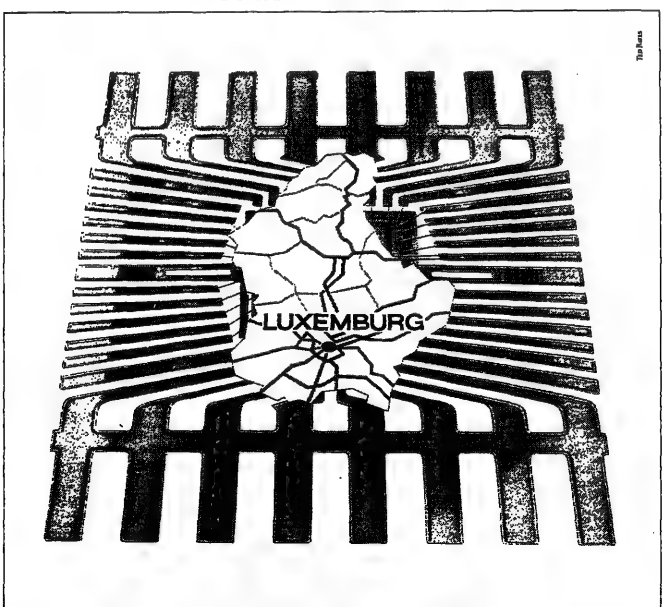
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seven regional banks and a number of specialized institutions. At the end of 1985, the whole German cooperative banking system's consolidated total assets exceeded DM 506 billion (US \$205 billion).

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## Belgian Franc Tie: The Pluses Still Outweigh Minuses

By Ken Ferris

LONDON — The Luxembourg economy's prospects are bound up with the economic performance of Belgium. The link with Belgium has its advantages and disadvantages. The Belgian currency's smooth adjustment in the monetary system (EMS) April 7 has spread any remaining market uneasiness about the Belgian franc connection. Even speculation surrounding the abolition of Belgium's dual exchange rate has caused no more than a ripple of concern in the Grand Duchy.

The major factor behind Luxembourg's evident satisfaction with Belgium's franc performance is the fact that the franc is a strong currency. Market speculation in the weeks leading up to the 3-percent franc devaluation in 1985 focused on the franc's potential to rise against the European Currency Unit (ECU). However, the franc's authorities surprised foreign exchange dealers with a 1-percent franc revaluation against the ECU in 1985.

According to their terms of reference, the EMS, Belgium and Luxembourg maintain the spot rate between their two currencies and of the other EMS members' currencies at 2.25 percent (6 cent for the Italian lira) above the bilateral central rates. National Bank of Belgium officials reserve for both countries ready to intervene to defend the franc and Luxembourg's franc parity within the EMS were down during Luxembourg's with Belgium at the end of the outcome of these discussions was the adoption of a guide to keep the franc as close as possible to the strongest currency system — the Deutsche

mark. The Luxembourg economy's competitive edge, while maintaining efforts to reduce inflation, which was 4.1 percent in Luxembourg last year.

"The EMS realignment has been well accepted by the market," said Pierre Jans, head of the Luxembourg Monetary Institute, which is comparable to a central bank. "Even today, the franc's rate versus the Deutsche mark is practically at the same level as in the weeks before the parties were realigned. So speculation who sold franc short have lost money."

"Luxembourg favors a strong currency because of its role as a financial center," added Philip Kesteven, an economist with Kreditbank. "So when Belgium Finance Minister (Mark) Evens took the view that the franc should not lose too much ground to the Deutsche mark and the Dutch guilder, the Luxembourg authorities were very pleased."

Luxembourg's attitude toward the Belgian franc adjustments within the EMS has not always been so cordial. When the Belgian currency was devalued by 8.5 percent against the ECU in February 1982 without any official consultation with Luxembourg, the Grand Duchy reacted angrily and with a sense of frustration.

Belgium's action sparked a wave of speculation that the Luxembourg franc would break away from its neighbor and led to persistent criticism of the Belgian franc link in Luxembourg. Opponents of the monetary union pointed to the disparity between Luxembourg's structural current account surplus, due to invisible earnings from financial transactions, and Belgium's persistent deficits as a major reason for de-linking the currencies. That position was also fostered by doubts about whether Belgium's stabilization policies would work.

The franc's struggle to be accepted as a member of the strong currency camp and a marked improvement in Belgium's economic performance has dampened those concerns. Mr. Jans of the Monetary Institute now believes that the progress being made by Belgium, particularly the government's plans to reduce the budget deficit from this year's projected 11 percent of the GNP, means such doubts about economic fundamentals have receded.

Robert Menster, the foreign



A panoramic view of Luxembourg with cathedral in the background.

change minister at Banque Internationale à Luxembourg, is convinced that it would, in any case, be very difficult for the Luxembourg franc to break away from the Belgian currency. The currencies were first linked in 1919 and have been held at parity since the end of World War II.

"The two economies are so close together that even if the Belgian franc was devalued by 2 or 3 percent I presume we would follow," he said. "If there was a split, we would have to manage our local currency. That would not be easy. Speculation always endangers the small countries and, as Luxembourg is one of the smallest, it would be almost impossible to defend our exchange rate unless we abolish convertibility."

The other contentious issue is the possibility that the dual exchange rate could be abolished. In Belgium and Luxembourg there are two spot exchange markets — the official or commercial market and the free or financial market. Most current transactions are carried out at the commercial rate, while capital transactions take place at the financial rate.

Only authorized banks are able to conduct exchange business at the commercial rate, but they may sell at that rate currencies acquired on the free market. The financial franc is at a discount to the commercial rate and pressure on the currency can be gauged by the differential between the two. A widening of the discount reflects pressure on the franc.

Mr. Menster of Banque Internationale believes that moves to dismantle the system may be closer at hand. "If you look at the trend in France and Italy towards easing controls and the fact that Germany's acceptance of private ECU accounts is dependent on further relaxation of controls in other ECU countries, then it's conceivable that the two-tier exchange rate could be dismantled in the not too distant future. Of course, such action requires franc stability within the foreign exchange markets."

The link with the Belgian franc also has a bearing on the nature of foreign exchange dealing in Luxembourg. The fact that the Belgian currency is not of great importance in the international arena means that the volume of franc business falls far short of comparable trades in U.S. dollars, Deutsche marks and Swiss francs. And Luxembourg is not a natural center for dealers in other currencies to turn to when trading the major currencies.

But foreign exchange business has grown since with Luxembourg's development as a banking and finance center. Foreign exchange activity was conducted on a small scale until the arrival of the major West German and Scandinavian banks in the early 1970s. These banks, together with rivals from the United States, Italy, France and Switzerland, have created the need for an efficient foreign exchange market to meet their individual requirements.

## Swaps Market Grows Steadily But Size Is Difficult to Assess

By Philip Coggan

LONDON — The nature of the swaps market is such that estimates of its size and concentration are hard to obtain and harder still to verify.

Enthusiasts estimate a global volume of between \$150 and \$200 billion; skeptics think those figures involve exaggeration and double counting. London and New York still appear to dominate as the headquarters of swap activity, but the financial centers including Luxembourg are beginning to develop their own markets.

At present, swaps in Luxembourg can be divided into two categories — those linked to Eurobonds and those arranged through the interbank market.

Experts estimate that about 80 percent of Eurobonds are swapped; that is, the issuer of the bond does not require the funds in the form raised. The issuer has merely issued the bond to issue in a currency that is for the time particularly cheap. Eurobond specialists call this finding a "window" in the market.

Most Australian dollar and New Zealand dollar issues, for example, are made for swap reasons. In such cases, the issuer will find an antipodean borrower who wants funds in those currencies. The latter agree to service the Eurobond issue in interest payments; in return, the issuer makes U.S. dollar payments.

The fact that a substantial interest rate savings for the Eurobond issuer, cheaper funding for the Australian or New Zealand borrower, and a fee or margin for the bank that arranged the deal.

rol their exposure to exchange and interest movements.

The future of the swap market and the part that Luxembourg can play in it remains intertwined with the subject of banking regulation. Such is the speed of development of the international capital markets, as banks have developed new financing products to replace their now unfashionable lending business, that regulations have been unable to keep up.

A recent report by the Bank for International Settlements recently expressed concern about the speed

"Swaps are conducted on ultra-fine margins. If the central banks impose, say, a 50- to 75-percent backing requirement on swap transactions our profits will go out the window," said a Luxembourg banker. "As a result, we've decided not to race into the market."

But other banks are not so reticent, and corporate customers are being offered a wider range of risk management products, involving every combination of swaps, warrants, options and futures.

### An estimated 80 percent of Eurobonds are swap-driven.

The loose regulatory environment of Luxembourg does allow some bankers from other European countries to get involved in swap activities that might be frowned on at home. The Germans and Italians have been particularly active, although such activity may be limited by the recent requirement for banks in West Germany to consolidate the accounts of their Luxembourg subsidiaries.

At the moment, the biggest factor keeping the swaps market in Luxembourg from competing with London and New York is that the American banks, which dominate the swaps business, have very little presence in the Grand Duchy.

However, if the stamp duty on financial transactions is repealed later this year, as hoped, the conditions will be ripe for an expansion in the swaps market. And the nature of Luxembourg's position in the financial system means that if bankers' fears are realized and capital requirements are imposed on swaps, the stronghold that London and New York have on the swap markets might be broken.

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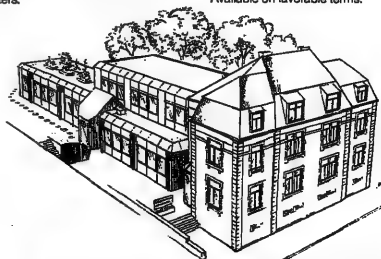
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# Herald Tribune

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### INTERNATIONAL MANAGER

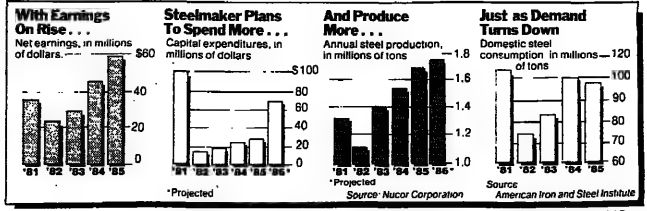
## ing for Aging Relatives Affect Productivity

By SHERRY BUCHANAN

**International Herald Tribune**  
IDON — After a series of recent studies, U.S. companies are becoming concerned about how caring for aging relatives affects employees' productivity. But so far, few companies want to foot the bill by providing direct assistance to employees who provide care or by spending day-care costs that are not unlike child care, said Dana Friedman, senior associate with the Conference Board, the New York research group. "Companies don't want to direct toward a particular type of assistance. On the other hand, they are concerned with health costs and any kind of assistance employees giving care relatives would be just added cost," executives, who believe they can handle the themselves, would limit interference by pay. "I don't want the company to interfere with any personal of a U.S. executive who recently had to take unpaid leave to care for his parents. He took tranquillisers throughout of sending them in a nursing home, but says he still could cope on his own. "I, however, find it more difficult to cope with the financial, the guilt and the stress of looking after them. Several studies have found that providing the care takes away from the job and leads to a higher level of stress. According to a survey by the New York Business Group on a nonprofit business and community organization, 64 out of 100 companies surveyed believed that employees providing older relatives are more often late and absent from work as employees study conducted at the University of Michigan School of found that people caring for the aged are three times as likely to suffer from depression than the relatives they are caring for.

### Several studies found a higher level of stress and greater absenteeism.

According to a study by the Duke University Center on aging, 33 percent of the people caring for relatives suffering from Alzheimer's disease use prescription drugs to deal with depression, compared with 10 percent for the U.S. as a whole. "The survey of their employees, Travelers Corp., an insurance company based in Hartford, Connecticut, found that as many as 10 percent of their 1,000 home office employees are providing in-home care for relatives. "I am concerned with older care because American society is older," said Jim Davis, the personnel director for Travelers. "We wanted to see how much of it there was in our company. What kind of impact it had on our employees, how it affected their productivity on the job and what we can do about it." 20 percent of employees giving care to a relative said it interferes with their family life. 10 percent cared for relatives in their own home, 20 for relatives living with them and 15 percent for relatives in nursing homes. Four in 10 employees managed the older finances and 3 in 10 provide direct financial support. The survey found that the average time spent caring for a relative was 10 hours per week. But 8 percent of the surveyed said they devoted as many as 35 hours a week to the task. "U.S. companies provide seminars and referrals to local agencies, companies have a step further providing jobs and financial assistance. Travelers has created a Retiree See ELDERLY, Page 19



## Nucor's Ambitious Effort to Take on Big Steel

By Jonathan P. Hicks

**New York Times Service**  
CHARLOTTE, N.C. — For years Nucor Corp. has been a shining light in the beleaguered American steel industry. But its ambitious expansion plans, coupled with projections of little or no growth in the industry, have caused some to question whether it will be able to maintain the strong earnings performance that has become its trademark. Critics note that competition with other mini-mills has intensified in recent years and that there is overcapacity in most of the products the company produces. They also question how Nucor's renowned no-layoff policy and its unusual labor practices (which pay bonuses to workers for producing beyond the break-even point) will mesh with the more automated production methods it is pursuing.

Strongly defending the course of the United States' No. 1 steelmaker and largest mini-mill operator is F. Kenneth Iverson, who, as Nucor's chairman, has become widely viewed as the foremost of a new breed of company manager. He says that critics are short-sighted and that Nucor's fervent push to build new plants, expand facilities and develop more sophisticated production methods will pay huge dividends over the long term. "The strategy, he said, 'makes sense for Nucor to have a larger share in an ever-shrinking market. And our plan is to make steel as cheaply as anyone in the world.'"

In keeping with that plan, Nucor is considering its most ambitious project yet: a joint venture with Yamato Kogyo Ltd., a small Japanese steelmaker, to build a \$200-million plant to produce heavy structural-steel products used in big buildings and bridges. The move would place Nucor in direct competition again with three big steel companies: Bethlehem, U.S. Steel and Inland Steel Industries. Last year, Nucor plans to open a \$25-million, highly automated steel-plate plant capable of producing 40,000 tons of plate a year, equal to 10 percent of the midwestern

market. The company is expanding its plants in South Carolina, Texas and Alabama. And it is studying how to build a thin-slab casting plant to make sheet steel more efficiently than the bigger companies. Critics say Nucor ought to concentrate on fewer products. They contend that the expansion will almost certainly hurt earnings for the next two years at least. "It is hard to do all that they're trying to do and keep profits up," said one consultant. "With the industry in the shape it's in, this is not the time to expand beyond the niche they've established."

Mini-mills generally produce small, bar-type products—rods, angles and squares for everything from backhoe handles and oil-field equipment to automobile engines and farm machinery. Even Mr. Iverson concedes that the expansion might hurt at first. "Our plant start-up costs will run about \$10 million this year," he said, "and we're spending more on research and development. That could have some effect on our earnings. And if it affects our earnings, See NUCOR, Page 20

## Mexico Says It Will Meet \$600-Million Payment

By Chris Angelo

**The Associated Press**  
MEXICO CITY — The Finance Ministry said Mexico would pay \$600 million on its \$797-billion foreign debt on Tuesday, and would take another \$90 million to reach an agreement with creditors on managing the rest of the debt. The Finance Ministry said Mexico would pay \$600 million on Tuesday, not \$1.6 billion, as had been reported.

A spokesman, Roberto Contreras, said the \$600 million, including interest and payments to suppliers and international organizations, would be paid from Mexico's reserves. The statement said the \$1.6-billion figure included \$950 million in principal that was deferred twice, each time for six months, after last September's earthquake. The principal payment is now due Oct. 1. The new finance minister, Gustavo Petrosini, said Mexico would pay \$600 million on Tuesday. Mexico has been paying only the interest on its foreign debt. The Finance Ministry said the \$600 million was issued after Mr. Petrosini held his meetings last week in Washington with U.S. and international banking officials.

The statement said no bridge loans to help Mexico pay Tuesday's deadline had been discussed. The statement was the first information released by Mexico on a principal that was deferred twice, each time for six months, after last September's earthquake. The principal payment is now due Oct. 1. The new finance minister, Gustavo Petrosini, said Mexico would pay \$600 million on Tuesday. Mexico has been paying only the interest on its foreign debt. The Finance Ministry said the \$600 million was issued after Mr. Petrosini held his meetings last week in Washington with U.S. and international banking officials.

Petrosini's talks with the U.S. treasury secretary, James A. Baker 3d, the Federal Reserve chairman, Paul A. Volcker, and Jacques de Larosiere, managing director of the International Monetary Fund, were said to be "very positive." Mr. Petrosini also met with A.W. Clausen, outgoing president of the World Bank, and Antonio Ortiz Mendez, president of the Inter-American Development Bank. "The response of international and American authorities was basically one of interest and comprehension," the statement said. It said Mexico "emphasized the need to reach an agreement that would not simply include additional credit, but also concessions that diminish the weight of the debt service on the economy."

Mexico wants payments cut to a level that will allow its economy to grow by 3 to 4 percent in 1987 and 1988. It also insists that payments on its foreign debt, which is the second-highest in the developing world behind Brazil, must vary with the price of oil. Mexico has relied on oil sales for 70 percent of its foreign earnings, but expects oil to produce only about \$7 billion this year, nearly half of 1985 earnings of \$13.5 billion. Mexico also is looking at ways to protect its remaining reserves. The statement said those measures could include depositing interest payments in Mexican banks briefly until foreign currency was available to transfer abroad.

The government's move does not affect existing Eurobonds issued by Mexico. Those bonds, which payments will continue to be made on, are dollar-denominated. Nor does it affect Australian-dollar bonds. See AUSTRALIA, Page 20

## Australia to Impose Tax On Offshore Borrowing

Compiled by Our Staff From Dispatches

**SYDNEY** — The Australian government announced Tuesday that it will eliminate tax exemptions on offshore borrowings, sending the offshore market to a record low. Economists criticized the measure as a "retrograde" step and predicted that it could spell the end of the fast-growing Australian-dollar sector of the Eurobond market.

"You've got to ask yourself if it's not the first step back towards regulation," said Ian Martin, an economist with BT Australia Ltd. "It's a very retrograde step." The announcement caused considerable confusion in London, where bonds denominated in Australian dollars have become one of the fastest growing segments of the Eurobond market. The tax change, imposing a 10 percent withholding tax on interest payments, will effectively shut, at least for an indeterminate period, the offshore market for Australian dollar Eurobonds and will eliminate all Australian entries, public as well as private, from raising money in any currency offshore. "The decision could sound the death knell of the Euro-Australian-dollar securities market," Mr. Martin said. The dollar, meanwhile, fell in

Australian markets to a record low of 66.25 U.S. cents on a trade-weighted basis and did further in European trading to close at 65.50. Australian entries have raised about \$5 billion in the last six months of foreign currency bonds this year and about \$3 billion from the international banking market. The government's aim is to halt this offshore borrowing spree, which has inflated the nation's gross foreign debt to about 60 billion Australian dollars (\$35.5 billion). Servicing this debt is a drain on the balance of payments, which is deeply in deficit.

To the extent that closure of the offshore markets does not deter public and private borrowers from seeking money domestically, Treasury's revenue will be boosted from higher collections on withholding taxes paid on domestic borrowings. To a large extent, the boom in foreign borrowing has been aimed at skirting this tax and benefiting from the lower level of interest rates prevailing abroad. The government's move does not affect existing Eurobonds issued by Australia. Those bonds, which payments will continue to be made on, are dollar-denominated. Nor does it affect Australian-dollar bonds. See AUSTRALIA, Page 20



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## Currency Rates

Index	U.S.	U.K.	West Germany	France	Italy	Japan	Canada	Australia	Switzerland
\$	100.00	166.00	166.00	166.00	166.00	166.00	166.00	166.00	166.00
£	60.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
DM	63.00	103.00	103.00	103.00	103.00	103.00	103.00	103.00	103.00
FF	16.60	26.60	26.60	26.60	26.60	26.60	26.60	26.60	26.60
Y	336.00	536.00	536.00	536.00	536.00	536.00	536.00	536.00	536.00
A\$	0.66	1.06	1.06	1.06	1.06	1.06	1.06	1.06	1.06
S\$	0.66	1.06	1.06	1.06	1.06	1.06	1.06	1.06	1.06
ChF	70.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00

Source: Reuters. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency.

Interest Rates July 1

U.S.	U.K.	West Germany	France	Italy	Japan	Canada	Australia	Switzerland
3 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
6 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
1 year	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00

Source: Reuters. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency.

## Interest Rates

U.S.	U.K.	West Germany	France	Italy	Japan	Canada	Australia	Switzerland
3 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
6 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
1 year	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00

Source: Reuters. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency.

## Money Market Funds

U.S.	U.K.	West Germany	France	Italy	Japan	Canada	Australia	Switzerland
3 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
6 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
1 year	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00

Source: Reuters. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency.

## Gold

U.S.	U.K.	West Germany	France	Italy	Japan	Canada	Australia	Switzerland
3 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
6 months	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
1 year	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00

Source: Reuters. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency. All rates are for U.S. dollars per unit of foreign currency.

## Markets Closed

all markets were closed Tuesday in Canada, Thailand, Pakistan at because of holidays.





# Tuesday's NYSE Closing

sales include the nationwide prices up to the closing on Wall Street do not reflect late trading elsewhere.

(Continued)

Stock	Chg.	Vol.	PE	High	Low	Open	Close
IBM Corp.	+	1,200	12.5	115.00	114.00	114.00	115.00
AT&T	+	1,500	15.0	45.00	44.00	44.00	45.00
General Electric	+	1,000	10.0	30.00	29.00	29.00	30.00
Westinghouse	+	800	8.0	24.00	23.00	23.00	24.00
Rockwell International	+	600	6.0	18.00	17.00	17.00	18.00
Boeing	+	1,100	11.0	33.00	32.00	32.00	33.00
McDonnell Douglas	+	900	9.0	27.00	26.00	26.00	27.00
Lockheed	+	1,300	13.0	39.00	38.00	38.00	39.00
Northrop	+	700	7.0	21.00	20.00	20.00	21.00
Raytheon	+	800	8.0	24.00	23.00	23.00	24.00
Grumman	+	600	6.0	18.00	17.00	17.00	18.00
Boeing	+	1,100	11.0	33.00	32.00	32.00	33.00
McDonnell Douglas	+	900	9.0	27.00	26.00	26.00	27.00
Lockheed	+	1,300	13.0	39.00	38.00	38.00	39.00
Northrop	+	700	7.0	21.00	20.00	20.00	21.00
Raytheon	+	800	8.0	24.00	23.00	23.00	24.00
Grumman	+	600	6.0	18.00	17.00	17.00	18.00

Stock	Chg.	Vol.	PE	High	Low	Open	Close
3M Corp.	+	1,000	10.0	30.00	29.00	29.00	30.00
Eastman Kodak	+	800	8.0	24.00	23.00	23.00	24.00
Amgen	+	600	6.0	18.00	17.00	17.00	18.00
Genentech	+	500	5.0	15.00	14.00	14.00	15.00
Amgen	+	600	6.0	18.00	17.00	17.00	18.00
Genentech	+	500	5.0	15.00	14.00	14.00	15.00

## Company Results

Revenues and profits in millions, unless otherwise indicated.

Company	Revenue	Profit	EPS
General Electric	1,100	110	1.10
Westinghouse	900	90	0.90
Rockwell International	700	70	0.70
Boeing	1,100	110	1.10
McDonnell Douglas	900	90	0.90
Lockheed	1,300	130	1.30
Northrop	700	70	0.70
Raytheon	800	80	0.80
Grumman	600	60	0.60

# INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 1 July 1986

Fund Name	Assets	Assets	Assets	Assets	Assets	Assets	Assets
1. Fidelity International	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
2. Fidelity International	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
3. Fidelity International	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
4. Fidelity International	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
5. Fidelity International	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200

## SKANS

ad in 1973, SANOFI is a young, internationally oriented French company with a 15 billion franc turnover and a staff of 22,000 throughout the world. Its activities are concentrated in three major sectors:

- **PHARMACEUTICALS** (pharmacology, chemistry, biology) 47%
- **FOOD** (animal health and nutrition, food additives and feeds) 26%
- **PERFUMERY - BEAUTY PRODUCTS** 27%

SANOFI's annual turnover has tripled in six years. This growth is supported by:

- A **RESEARCH** capacity representing 8% of capital, with 17% for pharmaceutical research alone.
- **Steady INTERNATIONAL EXPANSION** — the share of sales outside France rose from 42% in 1980 to 52% in 1985.
- **Sustained INDUSTRIAL MODERNIZATION** — 800 million francs in investment during 1985.

## Lyonnaise des Eaux

The Lyonnaise des Eaux is a group specialized in services to municipalities in five principal sectors: water supply and wastewater treatment, "clean city" programs of waste removal and street cleaning, heat and energy distribution, maritime services, communications. The Group has diversified its services activities through the expansion of its role in the field of communications and the management of cable TV systems — including the new Paris-Cable project. Total revenues for the Group in 1985 were 147 F.F. billion net of taxes, of which 25.5% from international operations. Group net income amounted to 27.8 F.F. million, an 88% advance over the preceding year.

## BASF

BASF is a major international chemical company. Trailblazing scientific and technological achievements, integrated production and intensive marketing have built a significant position for BASF in many operations and markets. 1985 was another successful year: Sales of the BASF Group increased by 10 percent to DM 44.4 billion and net earnings by 11.5 percent to DM 998 million.

## ANT

ANT Nachrichtentechnik GmbH is one of the leading companies in the telecommunications sector, with activities in multiplex systems, telecommunication cable systems, microwave systems, space communications systems, and audio systems.

We have about 6,800 employees engaged in planning, developing, manufacturing and marketing telecommunications equipment and systems for both the home market and abroad. ANT recorded a turnover of some DM 1,080 million in fiscal 1985.

ANT Nachrichtentechnik GmbH, Post Box 1120, D-7150 Backnang, West Germany. Tel. (7191) 31-1.

## TELEMECANIQUE

TELEMECANIQUE is one of the world's leading manufacturers of electrical, electronic and pneumatic automation systems and components, as well as prefabricated components used in electrical distribution. The company is the foremost French producer of low-tension electrical industrial control and automation products, and second in Europe for electrical devices used in the automation of industrial processes. Group sales in 1985 amounted to 6,101 F.F. million, 63% of which was in foreign markets.

## EUROPEAN DEVELOPMENT CAPITAL CORPORATION (EDCC) N.V.

EDCC N.V. is an investment fund quoted at the Over-the-Counter market in Amsterdam, participating in technological innovation companies in the United States. At present the management of EDCC N.V. is looking at many interesting new investment opportunities, both in the field of high technology areas as well as in high quality leveraged buy-out projects. As the investment climate for venture capital in Europe has changed in quite a positive way, EDCC N.V. will look carefully into investment possibilities in Europe as well. At the year end of 1985, EDCC N.V. had invested \$12,728,200 in 29 companies. The fair value of these investments was \$16,078,955 as at December 31, 1985, as compared to \$13,500,000 as at December 31, 1984. Shares in EDCC N.V. are attractive for long term investors.

Information: Venture Capital Investments B.V. P.O. Box 2070, 3001 JB ROTTERDAM. Telephone: 010-411.0018.

## Degussa

Degussa's activities — in precious metals, chemicals and pharmaceuticals — span a worldwide network with over 24,000 employees and production facilities in 20 countries, including the United States, Canada and Brazil. Fiscal 1985 delivered strong earnings and investment. In many respects it was a very successful year. Worldwide sales amounted to DM 11.7 billion, more than half of which was realized abroad. Investments totaled DM 408 million. Favorable development continued into the new business year.

## SANDOZ

The Sandoz Group is a major manufacturer of chemicals, pharmaceuticals, agro-chemicals, seeds and nutrition products. In 1985, sales increased by 14% to 8,453 S.F. million, net profit rose by 29% to 529 S.F. million. Based in Switzerland, Sandoz is well-diversified geographically with over 140 affiliated companies and with more than 40% of sales in North America and Japan. In 1985, Sandoz spent 725 S.F. million, or 9% of sales, for Research & Development, 72% of which was in the pharmaceutical area. The company enjoys a superior financial condition.

## OCIÉTÉ CARNAUD

people who make the difference, education to a profession: plastic and metallic packaging (and sealing).

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- A desire for INTERNATIONAL COOPERATION.
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## NIXDORF

From computers to telecommunications, Nixdorf offers a broadly based product spectrum for integrated information processing in the office and factory environment. Its proven ability to turn new technology into innovative products is backed by worldwide R & D and production activities. The company owes its strength to its skill in serving user needs at the workstation, with system solutions tailored for such industries as banking, insurance, retailing, hotels and restaurants.

Sustained growth raised revenue by 20 percent in 1985 to almost DM 4 billion evenly shared between the German and international markets. Net income was up 43 percent to DM 172 million. Capital expenditure, and R & D spending, totalled almost DM 1 billion. Additional staffing in 1985 raised the workforce to 23,000 personnel in a global network of more than 540 sales and service bases in 44 countries.

## Herald Tribune

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IHT2

# Tuesday's AMEX Closing

Traders include the nationwide prices up to the closing on Wall Street and do not reflect late trading elsewhere. Via The Associated Press

Symbol	Stock	Div.	Yld.	PE	52-Week High	52-Week Low	Open	Close
ADP	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
AMC	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
AMT	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
AMX	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
ANR	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APC	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
APL	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APR	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
APR	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APR	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00

## Floating-Rate Notes

Symbol	Stock	Div.	Yld.	PE	52-Week High	52-Week Low	Open	Close
ADP	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
AMC	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
AMT	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
AMX	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
ANR	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APC	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
APL	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APR	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
APR	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APR	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00

**Weekly net asset value on 20-6-1986 US \$34.86**  
Listed on the Amsterdam Stock Exchange  
Information: Pensions, Holdings & Pensions NV, Herengracht 214, 1016 BS Amsterdam.

The undersigned is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offering is made only by the offering Circular.

**Community National Bank and Trust Company of New York**  
**1,200,000 Units**  
Each Unit consists of 10 shares of Common Stock and 1 share of Adjustable Rate Dividend Convertible Preferred Stock.  
**Price \$8.75 per unit**  
**7,472,103 shares of Common Stock**  
**Price \$6.25 per Share**

Copies of the Offering Circular are obtainable in any State from the undersigned and each other dealer as may satisfy other these securities in such State.

**JESUP & LANOIT**  
Securities Inc. Inc.  
EST. 1977

**GROUPE REDOUTE**  
In his letter to shareholders, the Chairman Mr. Patrick Pottier, announced the following trading results for the fiscal period ending 30th February 1986:  
Consolidated group turnover rose to 11 billion francs (up 14.5%) with a net profit (after provision for taxes, by 4.2%) of 25.3 million francs, as against 11.8 million francs for the period 1984-85.  
The results for the principal companies in the group were as follows:  
**LA REDOUTE S.A.**  
Net profit: 30 million francs (taking account of a debt of 55 million francs valued in favour of the company ROMBALDI) compared with 64 million francs for the previous trading period.  
**REDOUTE CATALOGUE** (Redoute Catalogue, SNER, Movistar)  
Consolidated turnover was 8 billion francs (up 16.1%), and net profit 108 million francs (up 21%).  
**GROUPE FREEMAN** (400 stores under the names of Freeman, Prénatal, Titi, Julie, André and Bulles)  
Turnover was 790 million francs (up 4%), with a net loss of 5.6 million francs, against a profit of 136 million francs for the previous trading period. It was decided to withdraw from the cosmetics sales operation, "DANS UN JARDIN" (loss of 18 million francs for 1985-86).  
**LES EDITIONS ROMBALDI**  
Mail order book business increased by 10.4%, but commissions sales were down by 30%. We have decided to terminate the latter activity.  
**VESTRO** (Italian mail order book subsidiary)  
Turnover was 194 million francs (up 27.7%), showing a net profit of 1.1 billion franc, against a loss of 231 million for 1984-85.  
The S.I.A.D. (Operating retail stores in Italy, Spain and Germany under the PRÉNATAL and RAGAZZERIA signs)  
Results: Turnover including taxes: Net profit:  
July first: + 210 million  
Sales (gross): + 159 million  
Germany (Groupe France company): 36.6 million - 5.3 million  
**FINARIEF** (Group Finance company)  
Current client business: 1.5 billion francs, compared with 1.3 billion francs in 1985. Financial income: 30 million francs, as against 25.5 million francs (up 16.1%).  
At the Annual General Meeting to be held on 22nd July 1986, the Board of Directors will propose a dividend of FF 46, which is identical to that of last year in provision of FF 20 payment on account has already been made).

**PUBLICATION JUDICIAIRE**  
**CONTREFAÇON DES MARQUES**  
**« N° 5 et CINQ »**  
**USURPATION ET USAGE ILLICITE**  
**DES MARQUES « N° 5, CINQ, CHANEL »**  
**SUBSTITUTION FRAUDEUSE**  
**ET PUBLICITE MENSONGERE**  
Par un jugement du Tribunal de Grande Instance de GRASSE en date du 28 février 1986 :  
— Dit et juge que l'utilisation par la Société PARFUMERIE FRAGONARD des marques « N° 5 » et « CINQ », respectivement enregistrées par la Société CHANEL, sous les N°s 174.703 et 187.545 constitue leur contrefaçon au sens de l'article 422-1° du Code Pénal ;  
— Dit et juge que la Société PARFUMERIE FRAGONARD a également commis les faits d'usurpation et d'usage illégitime des deux marques précitées et de la marque « CHANEL », déposée sous le N° 1.223.006, ainsi que les faits de substitution frauduleuse des produits au sens des articles 422-2° et 422-4° du Code Pénal ;  
— Dit et juge que la présentation au public des produits FRAGONARD comme des équivalents des produits CHANEL, identifiés par les marques « CHANEL » et « N° 5 » et « CINQ », constitue le fait de publicité mensongère au sens des dispositions de l'article 44 de la loi du 27 décembre 1973 ;  
— Interdit en conséquence à la Société FRAGONARD l'utilisation des marques « CHANEL », « N° 5 » et « CINQ » sous quelque forme que ce soit et à quelque titre que ce soit, sous astreinte définitive de deux mille francs (2.000 F) par infraction constatée à compter de la signification du présent jugement ;  
— Ordonne la destruction aux frais de la Société FRAGONARD de la totalité des articles portant les marques contrefaçon, et ce, sous astreinte définitive de deux mille francs (2.000 F) par jour de retard à compter de la signification du présent jugement ;  
— Condamne la Société PARFUMERIE FRAGONARD à payer à la Société CHANEL la somme de deux cent mille francs (200.000 F) en réparation de son préjudice résultant des agissements illicites ;  
— Ordonne la publication du présent jugement dans cinq journaux ou revues, français ou étrangers, au choix de la Société CHANEL, une indemnité de six mille francs (6.000 F) sur le fondement de l'article 700 du nouveau Code de Procédure Civile.

**Peugeot SA Production**  
**Rose 15% in 5 Months**  
PARIS — Peugeot SA's production percent in the first five months of 1986 year earlier, to 705,000 cars, the group man, Jacques Calvet, told the annual shareholders meeting on Tuesday.  
He said the output of Peugeot SA's bibles Peugeot division rose 15.5 percent of Automobles Citroën, 14.4 percent.  
"All in all, things are going according to predictions and 1986 should continue upward trend already observed in 1985."  
Last year Peugeot SA swung back into with a 543-million franc (currently 577.1 million) consolidated net gain after a consecutive loss of 341 million francs in 1984.

**Shearson Lists 10 Sto To Watch in Next Year**  
NEW YORK — Shearson Lehman B Inc., a unit of American Express Co., today gave its annual list of 10 common stocks considered attractive for the coming year. The stocks were: H.F. Ahlstrom, AMR Corp., Boeing Co., Brunswick, NCR Corp., Nicor Inc., Time Inc., Tyco, Tyco Laboratories and Wells Fargo.  
Shearson's research director, Elton F. Shearson, said the stocks were made with the aim that interest rates would not go significantly lower and that inflation would remain 1

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Symbol	Stock	Div.	Yld.	PE	52-Week High	52-Week Low	Open	Close
ADP	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
AMC	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
AMT	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
AMX	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
ANR	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APC	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
APL	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APR	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00
APR	100	1.00	3.00	15.00	100.00	80.00	95.00	95.00
APR	100	0.50	2.00	10.00	100.00	80.00	95.00	95.00











